

Inquest given new details of Gibraltar plot

Coroner tells jury: 'Lay aside feelings of anger'

● New evidence of a planned bomb outrage in Gibraltar was presented when the inquest opened into the deaths of three IRA terrorists.

● Counsel for the SAS men involved, identified only as "Soldiers A to G", reaffirmed their willingness to give evidence before a Gibraltar jury.

● Mr Patrick McGrory, leading the Irish lawyers, bitterly accused the British Government of allowing vicious attacks on witnesses and himself.

● The coroner told the jury that they must lay aside any feelings of anger or resentment they might have felt on the night of the killings.

From Tony Dawe, Gibraltar

New evidence of a bomb outrage planned by the three IRA terrorists shot dead in Gibraltar by the SAS was laid before the colony's coroner yesterday at the opening of the controversial inquest into the deaths.

Nearly 200 exhibits were presented to the court, which was crowded with more than 100 lawyers, international observers and journalists. They included a set of car keys found in a shoulder bag carried by Mairead Farrell, the gang leader, which matched a car found in Spain containing

140 lbs of Semtex explosives. Documents relating to the hire of the car in Spain were also handed to the coroner Mr Felix Pizzarello, together with a statement from a Spanish police inspector, thought to be the first time the Spanish police have co-operated with the Gibraltar authorities.

The exhibits also revealed that Farrell and her two accomplices Daniel McCann and Sean Savage both had two separate sets of aliases and that Savage, who was posing as a tourist was carrying £1,660 in a money belt around his waist.

Defiant Army band — 20

and Sean Savage both had two separate sets of aliases and that Savage, who was posing as a tourist was carrying £1,660 in a money belt around his waist.

three shootings. One bullet case was found lodged in the clothing of Savage and another 15 casings were found near his body. He was shot 100 yards from the petrol station where Farrell and McCann were shot as they walked side by side. Twelve bullet casings were found nearby.

Photographic evidence presented to the court showed that the three suffered extensive head and chest wounds. More details will be provided by Professor Alan Watson of Glasgow University, who examined the bodies. But his evidence is being challenged by lawyers representing the terrorists' families and they were given permission by the coroner yesterday to call their own expert to follow Professor Watson into the witness box tomorrow.

Mr Patrick McGrory, leading the Irish lawyers, opened the proceedings with a bitter attack on the British Government, accusing it of allowing the terrorists to escape.

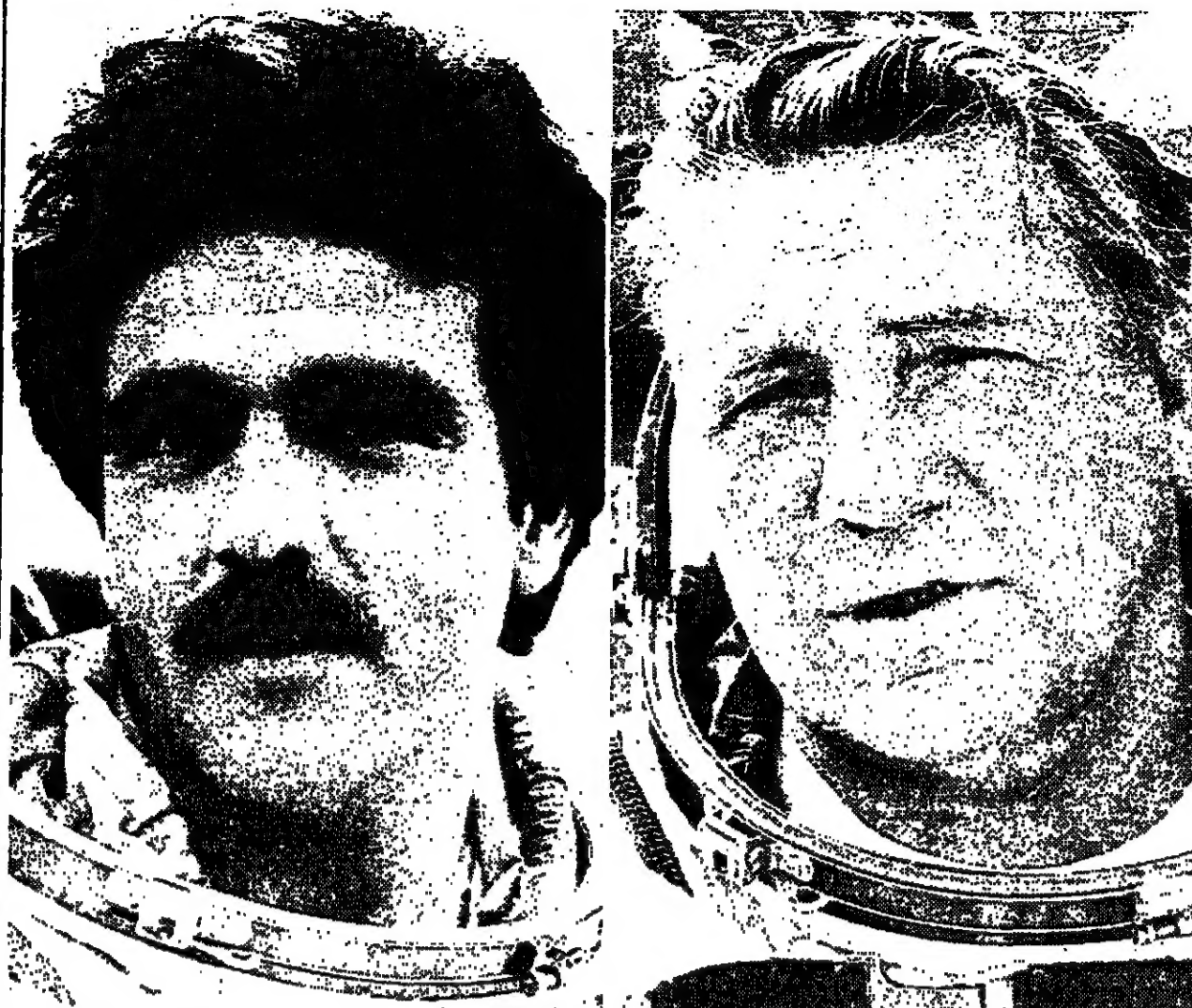
The Government immediately instituted an emergency plan to use a private company, TNT, to distribute Giro cheques to more than 2.3 million people on social welfare.

However, Mr Alan Tiffin, the postal workers' leader, said last night that he would appeal to all trade union members at the TUC congress in Bournemouth today to stop processing the cheques.

The Post Office, meanwhile, is considering taking legal action against counter staff in Carlisle, Liverpool, Manchester and Scotland who went on strike in sympathy with their sorting office colleagues yesterday.

Continued on page 20, col 1

Soviet cosmonauts marooned in space



Colonel Abdul Mohmand, left, the first cosmonaut from Afghanistan, and the Soviet veteran, Colonel Vladimir Lyakhov.

Support systems for only 2 days

From A Correspondent Moscow

Afghanistan's first cosmonaut was marooned in space with a Soviet crewmate yesterday with life support systems sufficient for just two days, the Soviet news agency Tass reported.

Tass also disclosed that the Soyuz TM-5 spacecraft carrying Colonel Vladimir Lyakhov, aged 47, a veteran cosmonaut, and Colonel Abdul Mohmand, aged 27, an Afghan pilot, had tried twice to return to earth and failed because of malfunctioning equipment.

The government newspaper Izvestia reported that the cosmonauts, who left the Soviet orbital space station Mir on Monday, would try again to land today. "The situation is serious but the specialists hope that the landing will proceed normally," Izvestia said.

Earlier Moscow Radio said 'landing equipment on the spacecraft switched off automatically after it undocked from the Mir station.

"Some of its on-board systems deviated from pre-set operational parameters and the decision was made not to take risks," the radio added.

Soviet officials said the craft would try to land in the central Asian republic of Kazakhstan either by reprogramming or by the use of manual controls. The cosmonauts were in good spirits, they said.

The craft has been on a nine-day mission, presented in the Soviet media as a symbol of Soviet-Afghan cooperation. Colonel Mohmand is the first Afghan in space.

The craft, also carrying Dr Valery Polyakov, docked with Mir on August 31 after blasting off on August 29. Dr Polyakov stayed on Mir to monitor the health of two Soviet cosmonauts who had been on the station since December 21 and are scheduled to set a long-term space endurance record by staying a full year.

● WASHINGTON: An unmanned Titan 2 rocket, which was launched on Monday, was reported to be carrying a cluster of probably four US Navy spy satellites (Mohsin Ali writes).

The Air Force would say only that the ageing but refurbished 103-ft liquid-fuelled booster, which lifted off from Vandenberg air force base in California, was carrying a classified payload.

Pentagon officials will not know for two to three days whether the intended orbit has been achieved.

Postal chaos as TNT prepares plan to deliver Giro payments

By David Sapsted and John Spicer

Mail services in the UK ground to a halt yesterday as the strike by postal workers spread to all but a handful of the country's 80 key sorting offices and counter staff joined the dispute.

The Government immediately instituted an emergency plan to use a private company, TNT, to distribute Giro cheques to more than 2.3 million people on social welfare.

However, Mr Alan Tiffin, the postal workers' leader, said last night that he would appeal to all trade union members at the TUC congress in Bournemouth today to stop processing the cheques.

The Post Office, meanwhile, is considering taking legal action against counter staff in Carlisle, Liverpool, Manchester and Scotland who went on strike in sympathy with their sorting office colleagues yesterday.

It has been criticized by some politicians for not exploring legal avenues sooner.

Mr Henry Bellingham, Conservative MP for Norfolk North-West, demanded that

the Post Office show some urgency in trying to settle the dispute and said it could provide an irrefutable case to those wanting to end its monopoly on letter deliveries.

He said the Post Office had a whole range of legal measures that it could use against the union. "It seems surprising it has not used them. We have not seen a great sense of urgency given the inconvenience being caused by this dispute."

The National Federation of the Self-Employed and Small

Businesses said yesterday that thousands of small companies could be "in very serious trouble" if the strike continued much longer.

The federation, representing almost 50,000 small firms, urged the Government to end the Post Office's monopoly on letters immediately, a move the Department of Trade and Industry said was an option, but not one currently being considered.

Delivery giant TNT confirmed yesterday that it was in discussion with the DTI over a plan to establish a domestic mail system — with collections and deliveries in rural areas as well as towns and cities — at a price to rival the Royal Mail's.

As the strike affected all but nine of the Post Office's 80 mechanized sorting offices, handling most of the 51 million letters posted each day, talks about talks to resolve the dispute continued between the Royal Mail and Union of Communication Workers.

The only good news came from credit card and charge card customers: American Express said it had stopped sending bills to its one million-plus members in the UK

and Eire while Access, Barclaycard and Visa said they would look sympathetically at the plight of individual customers who had cheques stuck in the mail.

However, the organizations said there would be no suspension of interest charges and urged customers to pay bills through a bank.

As they did not expect the dispute to last too long, and as their 20 million-plus cardholders have 28 days' grace in which to pay bills, the companies did not believe there would be any lasting problems.

At the heart of the dispute is the one-day stoppage called by the UCU last week as a protest over Post Office plans to pay a bonus to new staff in "hard-to-recruit" areas of London and the south-east.

Yesterday, virtually every post box in London was sealed and more than 70,000 workers were on strike, affecting 72 of the 80 key sorting offices. No international mail was moving and all the Post Office could offer was a system of

Continued on page 20, col 8

WIN £194,000

Portfolio PLUS Accumulator

● There was one winner of yesterday's £4,000 daily prize (see page 3) so the Portfolio Accumulator stands at £194,000. Prizes: page 25

INSIDE

Sickness lifts flood death toll

The death toll in the Bangladesh floods rose to 850 yesterday as intestinal diseases began to sweep the country.

Water levels in the principal rivers began to show a slight fall but hundreds of thousands remain stranded on roofs and isolated high ground facing the constant threat of starvation. Dhaka remained cut off as efforts to pump flood waters off the runway of the international airport to allow in relief supplies were frustrated when a fresh influx inundated the tarmac. Page 6

Degree courses

Degree course vacancies for Law, Business Administration, Architecture, Education, Agriculture, Creative Arts and Mass Communication are published today. Page 10

Pound rises

The pound gained nearly 2 cents against the dollar yesterday as dealers remained reluctant to rule out higher base rates. Page 21

The Times

During the postal dispute, contact with The Times can be made on the following FAX numbers: Editorial (01) 583 9519; Letters (01) 782 5864; Sport (01) 782 5046; Business News (01) 782 5112; and (01) 782 5139.

INDEX

Home News	2,3,5
Overseas	6,8,10
Business	21-26
Sport	40-44
Births, marriages, deaths	15
City diary	23
Court	14
Crosswords	18,20
Diary	12
Entertainment	11,12,17
Features	18
Information	13
Leading articles	13
Letters	28,29
Media	12
Obituary	14
On This Day	37
Property	12
Schools	11
Science Report	11
Television and radio	4
TUC	15
Weather	15
Wills	15

Rangoon looters lynched

By Our Foreign Staff

The Burmese capital erupted into savagery yesterday with scores of people hanged, hacked or burned to death in some of the bloodiest incidents in the country's month-long unrest.

As many as 200 people may have been killed in an extraordinary break-down of public order after looters broke into a suburban Rangoon biscuit factory. The local vigilante committee of monks and students then rushed to restore order. The looters, thought to be some of the convicts recently released from prison, captured the vigilantes inside the factory. Reinforcements found eight of them dead.

Local residents stormed the factory and fought a fierce battle with the looters. One of the captured looters admitted receiving payment to cause trouble.

Rangoon mayhem, page 8

Kinnock angers unions

'Join job-training' appeal

By Philip Webster, Chief Political Correspondent

Mr Neil Kinnock yesterday surprised the TUC conference and infuriated some of his leading union allies by making an emotional last-ditch appeal to the unions to participate in the Government's £1.5 billion employment training scheme.

With the TUC expected today to vote narrowly to boycott the scheme, the Labour leader risked a big rebuff. He provoked an angry Mr Ron Todd, leader of the transport workers' union, into telling him to keep out of TUC affairs as he devoted the central passage of his keynote speech at Bournemouth to a warning to the unions to take part or face accusations that they had turned away from the unemployed.

He told them that if they did not participate they would be blamed for the deficiencies and weaknesses of the scheme; they would be the "whipping boy." The Government was cynically yearning for the

unions' withdrawal. "They want you out of their way; I want you staying in their way."

Outside the system they could only make protests and complaints; inside they could make the case, resist the slide

Kinnock speech — 4

Congress reports — 4

Leading article — 13

to an American-style welfare scheme and expose the falsehood of the scheme.

Mr Kinnock's remarks, overshadowing his long-heralded attack on the Government's handling of the economy, brought sharply contrasting reactions from union leaders, but many said he had made a brave speech in choosing to challenge the TUC on what many in it regard as an internal matter.

It was made clear later by sources close to him that he did it in the full knowledge

that a TUC decision today to boycott the scheme would be interpreted in some quarters as a defeat for him.

However, he regards a boycott as politically inept, despite the unsatisfactory nature of the scheme, and believes that as Labour leader he should say so.

Shadow Cabinet colleagues said it would do him little harm to emphasize his independence from Mr Todd. But unionists opposed to participation in the scheme, including the TGWU, National Union of Public Employees and the National and Local Government Officers' Association said later they would not be swayed by Mr Kinnock.

It was the transport union leader, however, who made the most outspoken response to Mr Kinnock's intervention.

Mr Todd's influence is vital

Continued on page 20, col 1

Drug ship search 'to take days'

A substantial haul of cannabis hidden aboard the Salton Sea has been found by Customs officers after three days of searching the cargo ship suspected of drug running from South America.

The illegal drugs cache on the 190-tonne vessel in Ramsgate harbour, Kent, is described as a "deep and professional" concealment and investigators have been unable to remove it.

A senior Customs officer said the search of the ship would continue for several days.

Customs officers asked a magistrate last night for an extension of the detention orders on the captain and seven crewmen.

The nationalities, names and place of detention of the men are being kept secret. The Honduras-registered ship sailed from Cartagena in Colombia.

timers were allowed to invigilate, she said that this was clearly something that had to be looked at carefully. "The problem is that we only have about six regular observers and six part-timers."

Mrs Scott said that the inquiry would look at the feasibility of the association teaching trainers and observers to recognize the symptoms of hypothermia and of drawing up a tighter code of conduct. In a letter to The Times published today, Dr Dan Tunall Pedoe, chairman of the British Association of Sport and Medicine, said that it is difficult "to understand how anyone who knew anything about hypothermia could allow a disoriented swimmer to continue in the cold water."

Continued on page 20, col 6

Inquiry starts into death of Channel swimmer

By David Cross

The Channel Swimming Association has launched a full-scale inquiry into the death of Senhora Renata Agondi, the young Brazilian swimmer who died of exhaustion three miles off the French coast last month.

Mrs Audrey Scott, secretary of the Association, told The Times last night that the organization was determined to do everything in its power to prevent a similar tragedy. "We felt before the swim that we had the safety of swimmers all tied up, but clearly we have to look at all our rules to see whether any improvements can be made," she said.

Senhora Agondi's swimming coach, Senhora Judith Russo, has been blamed by the French authorities for

being responsible for her death and has returned home on bail totalling £30,000 while a French examining magistrate continues to investigate the case. But because of the complications of calling together witnesses from Brazil, Britain and the United

States, the French inquiry may never be completed, although M Vogel Weith, the examining magistrate, has said that he would like them all to go to Bournemouth to testify in person.

Mrs Scott said that the Association's review was likely to focus on key points like the training of observers to monitor swims as well as the medical condition of the 50 or so

swimmers who try to cross the Channel each year.

Mr Mark Lewis, the young observer from the United States who braved 12ft high waves to try to save Senhora Agondi when she collapsed, was only given brief, last-minute instructions on what he should do. He was told to keep a log of everything that happened so that the association eventually could certify that the swim had been completed properly and fairly.

Youngest Channel swimmer — 2

Letters — 13

Normally we try to put a new observer on a boat alongside one who has had a lot of experience," Mrs Scott said. "But on that day there were nine people who wanted to swim and he was very keen to go because he was about to return to the United States."

Asked whether the rules should now be tightened to ensure that no first-

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Pueblon Miguel where prices start from £35,000 near all the excitement of neighbouring Marbella, on the Costa del Sol.

And, Cabo del Sol on the Costa Blanca, where prices start from £35,000 which has retained an authentic Andalusian village atmosphere in a part of Spain which has been declared as environmentally almost perfect.

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NEWS ROUNDUP

Cleveland jobs ruling defended

The Labour leaders of Cleveland County Council yesterday defended their decision not to institute disciplinary action against the two key officials of its social services department involved in the child sexual abuse crisis. It was not a whitewash and was not forced on them by union pressure, they said.

Their recommendations will mean changes in responsibilities for the two officials — Mr Michael Bishop, director of social services, and Mrs Sue Richardson, a child abuse consultant, who were criticized in the Butler Sloss report.

The Labour group decided to appoint a deputy to Mr Bishop who would be responsible for child sexual abuse issues and for the implementation of wide-ranging proposals for the future management of such cases produced by the working party. Mrs Richardson, who is on a year-long course studying the effects of stress, would be reassigned to other duties within social services but not connected directly with social work.

Helicopter charges

Seven men and a woman appeared before magistrates in Salisbury, Wiltshire, yesterday charged in connection with an attempt to import drugs using a helicopter. All were charged late on Monday with being concerned in the importation of 240kg of cannabis resin with an estimated street value of £500,000. The drug is alleged to have been flown from The Netherlands in a Gazelle helicopter which landed at Harewood Forest near Andover, Hampshire, on Sunday before taking off again and being forced down by two RAF helicopters at Hurn airport, near Bournemouth.

Cruise missiles go

All 18 cruise missiles based at RAF Molesworth in Cambridgeshire are to be removed tomorrow and flown back to the United States for destruction under the Intermediate Nuclear Forces (INF) Treaty. They will be the first missiles to be withdrawn from Europe. Apart from the missiles, six launchers and seven training launchers will also go. The other cruise base at RAF Greenham Common will remain operational until the end of the three-year treaty period. There are 101 missiles at Greenham, which are likely to be reduced to 16 by 1991.

Boat survivor saved

Hope was abandoned yesterday for three lobster fishermen lost when their boat capsized after being struck by a huge wave off the Welsh coast. A fourth member of the crew of the 28ft crabber Inspire, Mr Joel Skinner, aged 29, of Goodwick, near Fishguard, Dyfed, was rescued yesterday after surviving for 11 hours by clinging to a buoy. The three missing men were the boat's owner, Mr Terry Jones, aged 28, and Mr David Webster, aged 20, both of Dinas Cross, near Fishguard, and Mr Ronald Laugharne, aged 66, of Fishguard. The Inspire sank four miles off Moylgrove, Dyfed.

Actor's campaign

Marius Goring, the actor, announced yesterday that he intended taking legal action to lift the ban by Equity, the actors' union, on television sales to South Africa. Mr Goring won a legal battle in 1986 to establish that an Equity instruction to members not to perform in South Africa infringed the preamble to the union's constitution that declared it non-partisan and not party political. Mr Goring, backed by other, so far unnamed, members of the union, believes the ban on TV sales similarly contravenes Equity's non-partisan status.

Four Cabinet ministers take part in wide-ranging security discussions
Thatcher holds all-day summit on Ulster

By Richard Ford and Paul Valley

The Prime Minister held lengthy discussions yesterday with senior Cabinet ministers on a series of security measures aimed at countering the upsurge of violence in Northern Ireland.

At two meetings, Mrs Margaret Thatcher and senior members of her Cabinet examined a number of legal, military and intelligence proposals designed to improve security in the north and undermine the ability of the terrorists to operate.

Official sources refused to disclose any details of the discussions at Downing Street, but it was clear that the review of security initiated after the Provisional IRA bomb attack at Ballygawley in which eight soldiers died, has been one of the most comprehensive for years.

Mrs Thatcher met Mr Tom King, the Secretary of State for Northern Ireland, for talks said to have lasted "much of the morning". He arrived

Police were searching a rural area of Co Down last night after finding an arms factory with hundreds of sub-machine-guns produced for "loyalist" terrorists in a barn.

RUC sources said that the guns, based on the Stirling, were for an auxiliary to the Ulster Defence Association called The Red Hand

at No 10 and left by a rear entrance. His meeting with the Prime Minister followed one last month at which "certain measures" were agreed while detailed work was carried out on other proposals.

Several hours later, the two were joined by Sir Geoffrey Howe, the Foreign Secretary; Mr Douglas Hurd, the Home Secretary; Mr George Younger, the Secretary of State for Defence; and Sir Patrick Mayhew, the Attorney General.

The range of ministers involved indicated the wide-ranging nature of the measures under discussion. Among those thought likely to

Commando. The group, however, is not believed to have been about to mark the opening of the Gibraltar Inquest with any particular incident.

Security sources also said that two men were being interviewed and the area was likely to remain sealed off until later today.

A security source said: "When they first started making their own weapons, they were very amateurish. Now they are able to buy a sub-machine-gun and make a reasonable replica that will kill people."

The barn at Ballynahinch had been under surveillance for a long time before police moved in.

had initial discussions about reviewing the workings of the Anglo-Irish conference.

The Irish government is to press for an assurance at a meeting of the Anglo-Irish conference in Dublin within the next few days that Britain has not adopted a "security only" policy in Northern Ireland.

Mr Charles Haughey, the Irish prime minister, is being lobbied by hard-line members of his party who want extradition arrangements with Britain suspended.

After the highly charged scenes at the border last month for the handover of Robert Russell, the

IRA suspect, Mr Haughey has been faced with a new level of protest against extradition.

This week a group calling itself Fianna Fail Member Committee against Extradition said that 90 per cent of constituency parties were opposed to the present extradition arrangements.

Many commentators believe that extradition is Mr Haughey's most vulnerable point in the event of a general election.

German terrorist investigators who arrested two IRA suspects last week expect to know today whether the men killed Regimental Sergeant Major Richard Heekin last month.

Ballistics experts have been carrying out laboratory tests to match bullets fired from a 38 Webley hidden in a car driven by Gerard Hanratty and Terence McGeough with bullets at the scene of the murder.

RSM Heekin was killed by two men on August 12 while driving a car with British Army registration.

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200 quit Nalco to join EETPU

By Roland Rudd, Employment Affairs Reporter

Two hundred members have left the National and Local Government Officers' Association, a TUC-affiliated union, to join the expelled electricians' union.

The move was disclosed as the Electrical, Electronic, Telecommunication and Plumbing Union announced that its members had voted in favour of a strike-free deal at Electrical Harnesses in South Wales.

Mr Wyn Bevan, EETPU executive council member for Wales, said the result of the secret ballot, which showed that all but one of the 53 workers favoured binding, compulsory arbitration, was an "overwhelming vote of confidence" in the union's no-strike agreements.

A senior union source said members of Nalco, who worked in the direct labour department in Lambeth council, had joined EETPU because of Nalco's disorganization. The local government union is taking industrial action after it failed to get a commitment from the

Labour-controlled council that there would be no redundancies.

Mr Mike Bick, Nalco vice-chairman, warned any members thinking of joining EETPU that they would not be properly represented by a non-TUC union.

"If this report is true these members will find themselves in a union which does not have any negotiating rights in local government."

However, the electricians were yesterday determined to show that, apart from their relations with one or two TUC unions, it would be "business as usual" in joint collective bargaining with employers in multi-union sites or factories.

The Transport and General Workers' Union and the GMB union yesterday met a senior EETPU official to decide a joint negotiating position in the cement industry.

The move comes after a further high level meeting between the Union of Shop, Distributive and Allied Workers and the electricians.

TUC reports, page 4

Boy, 11, swims the Channel



Thomas Gregory, aged 11 years, 11 months, celebrating with his parents and sister yesterday after becoming the youngest person to swim the Channel. Thomas completed his swim from France to Dover in about 12 hours. He took the record from Marcus Hooper, who made the 21-mile crossing when he was 12 years, 53 days old in August 1979. Both Thomas and Marcus are members of Eltham Training and Swimming Club (Photograph: Mike Griggs).

Heath in attack on Thatcher

By Richard Ford Political Correspondent

Mr Edward Heath today launches a further attack on the Conservative leadership with the accusation that it is attempting to write him out of the party's history.

He accuses the Prime Minister of insulting him by inviting him to become Britain's Ambassador in Washington and he criticizes her personal friendship with President Reagan and its influence on policy making.

Mr Heath admits that he was intensely disappointed to lose the leadership of the party to Mrs Thatcher in 1975 and indicates clearly that he expected her to have offered him a senior position in the Conservative Shadow Cabinet and later in Government.

In an interview in the latest issue of *Woman* magazine he says the omission of his name from the index of the Tory Central Office Campaign Guide for the last general election was an effort by Conservatives "jealous" of his achievements to write him out of the party's history.

Injured died a shots i

Masseuse tells of sex prices

A former masseuse has told of her experiences in the sex trade.

She was a masseuse for several years and has now turned to writing about her experiences.

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ENERGY BLUEPRINT
HELPING BUSINESS MAKE MORE OF ITS ENERGY

Hotel stores up benefits

Initially developed for use in the home, GEC Nightstor boilers that use low-cost night-time electricity are now benefiting a wide range of commercial premises.

These boilers first appeared some five years ago as a replacement for existing home central heating systems to meet a demand caused especially by the high cost and insecurity of oil supplies.

Success with domestic applications led to the development of boilers in a range of sizes suitable for commercial use. Larger installations can be supplied by connecting boilers in tandem.

Premises switching to Nightstor from oil or solid fuel benefit from the cleanliness of electricity and the ending of fuel storage and delivery problems. The compact Nightstor unit can normally be accommodated within the premises, often in place of the previous boiler.

Typical of commercial users to benefit is The Nash Hotel on the edge of the South Downs at Selsey, West Sussex, where heating and hot water used to be supplied by an oil-fired boiler and two Aga cookers.

After advice from South Eastern Electricity, the hotel installed two Nightstor electric boilers for space heating with separate storage cylinders for hot water. It was a great improvement.

The Nightstor boilers, directly supplying the existing distribution pipework and radiators, have a core of special heat-retaining bricks in a well-insulated casing. Overnight the bricks are heated by electric elements passing through them. When heat is required, air is circulated over the bricks and through a heat exchanger, which transfers the heat to water serving the radiators.

So satisfied was the proprietor that she has now replaced the Aga cookers with an all-electric kitchen.

The electric boiler system has not only reduced heating costs but proved very reliable with no need for a regular maintenance contract, released space for a building extension and, not least, eliminated the smell of oil.

For more information tick coupon box 1.

Spotlight on heat savings

Quartz linear heaters installed by Sunbury Metal Pressings Ltd of Southall, Middlesex, have proved the value of this new concept in space heating.

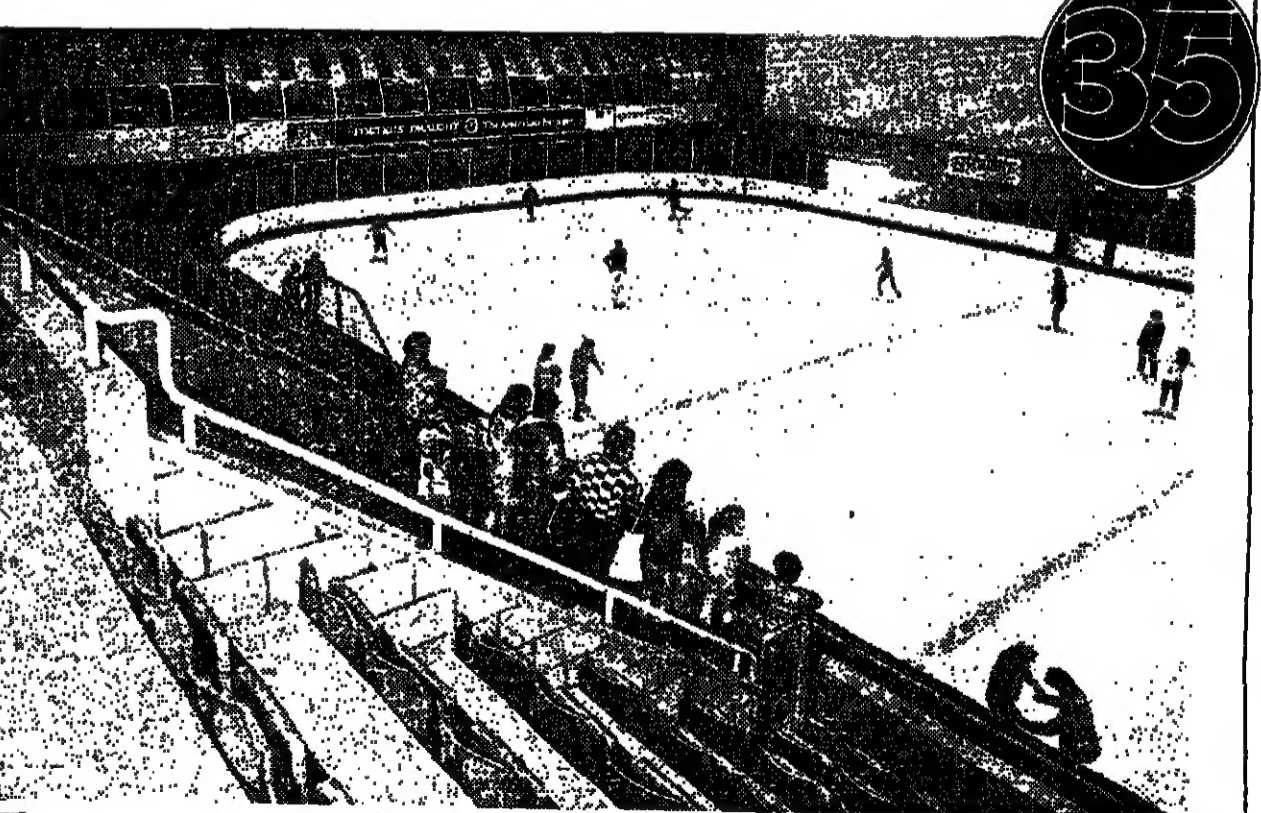
Unlike ordinary heaters, quartz linear heaters emit short wavelength energy in a 'spotlight' of instant heat, so energy is not wasted warming surrounding unused areas of a building.

When Sunbury Metal Pressings moved into adjacent premises, they originally intended to install gas-fired overhead fan heaters. The most economical and efficient solution, however, turned out to be 30kW of quartz linear heating — a third of the load required for a gas-fired warm air system.

With quartz linear, response is immediate and no pre-heating is needed. After a pre-set period, the nine individually controlled heaters switch to half-heat for maximum economy.

Quick to install, the system has improved the work environment and running cost savings are calculated to be around £1,000 per annum.

For more information tick coupon box 2.



Ice rink warms pool

Energy savings of £60,000 a year have been achieved from a heat recovery system installed at Thamesdown Borough Council's Link Centre at West Swindon, built two years ago to provide a comprehensive range of sporting and leisure facilities, from squash to snooker. The centre was awarded the 1987 national BETA trophy for energy efficiency in buildings over 1,000 square metres.

A competition-size ice rink at the centre is the main source of heat for the remainder of the complex. Heat recovered from the ice rink's refrigeration compressors is used to heat the water in the swimming pool and also for space heating and hot water services.

The swimming pool hall has two heat recovery dehumidifiers and the pool is equipped with ozone water treatment which eliminates eye irritation and the 'swimming pool smell' associated with

chlorine water treatment. Capital cost of the chillers, pumps and pipework for the ice rink heat recovery plant was some £39,000. Annual energy savings were

originally estimated at £40,000 but in practice have been 50% higher than this. For more information tick coupon box 3.

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Injured police killer died after firing shots in car chase

A police killer collapsed and died at the end of a chase in which he fired a shotgun at pursuers and hijacked a panda car, an inquest was told yesterday.

The death of David Grice, who ended a 12-year run of armed robberies in the North of England and brought to a close the hunt for the murderer of Police Sergeant John Speed in Leeds in 1974.

Grice's violent crimes, including Sgt Speed's murder and the wounding of PC John Thorpe, remained unsolved until inquiries after his death linked him to them.

The Middlesbrough inquest jury was told that Grice, aged 38, of Throthorpe, North Yorkshire, who was nicknamed the Mechanic by police, died at Stockton police station, Cleveland, on February 12 last year in spite of efforts to revive him.

He was arrested after a chase which began when PC Ian Richardson, on surveillance duty outside the Presto supermarket at Norton, Stockton, became suspicious about a car driver entering the car park as a cash delivery was about to be made.

The driver was Grice with and he sped off with PC Richardson and others following but then abandoned his car and rounded on the pursuers with a sawn-off shotgun, blasting a panda car with two policewomen inside.

He forced the policewomen out and escaped in their car with police pursuing him.

Soon afterwards the panda car was rammed on a housing estate near by and crashed into a wall. Police disarmed Grice.

PC Eric Young, the first officer to grapple with Grice with after the crash, told the inquest that the gunman said: "It's OK, I'm dead".

The constable said: "I assumed he

meant he was caught and facing a long prison sentence. I never thought for one minute that he was dying."

PC Richardson said in a statement read out by the coroner, Mr Michael Sheffield, that he saw Grice with had a hole in the left side of his jumper and there appeared to be blood underneath.

Grice with was taken to the police station and, although conscious, his condition deteriorated. PC Richardson said it was then discovered he had a chest wound and he gave mouth-to-mouth resuscitation before ambulance arrived.

Chief Insp Dick Copeman told the inquest that the gunman was spreadeagled on the ground and searched for concealed weapons when he was arrested. The sawn-off shotgun had already been recovered but a loaded pistol and a round of ammunition was then found.

Mr Copeman said there was no sign at the time that Grice with was injured. He said the chase was over before a police firearms back-up team reached the scene.

Two policewomen, Heather Weir and Josephine Lawton, told the inquest of their confrontation with Grice with. WPC Lawton, aged 27, who was driving the panda car, said she saw him holding the gun across his chest running towards them shouting at them to get out.

After banging the gun on the car roof, he opened the door and pushed the barrel inside. She told him she would get out, adding: "Please don't shoot".

Then the gun went off, shattering the windscreen and filling the car with smoke. Grice with kept on shouting at her to get out, but she could not because he was in the way.

He then dragged her out and

pushed her to the ground. She saw him jump into the driver's seat and drive off with the gun between his knees, the barrel pointing upwards. She gave chase on foot and saw the car hit a pedestrian, flinging him into the air.

When she saw the car crash into the wall she heard an explosion identical to that when the gun had been fired while Grice with was forcing her out of the car.

WPC Lawton said Grice with was still in the driver's seat and put up a struggle as officers tried to arrest him. At that time he did not complain of being injured, she did not see any sign of injury and he did not appear to be in any pain.

The operation to catch Grice with, codenamed Vanguard, began in July 1986. Supt David Earnshaw told the inquest. It came after a series of armed robberies in Cleveland and Co Durham and was concentrated on potential robbery targets. The raids started on December 19, 1984 when a man with a sawn-off shotgun escaped with £27,000 after holding up security guards at the Asda supermarket in Stockton.

Subsequent robberies involved the theft of £10,000 from security guards in Stockton on January 31, 1986, £11,215 from a supermarket security guard in Darlington on March 31, £1,500 from a Middlesbrough supermarket on June 20, and £16,000 in cheques from a Darlington supermarket on July 11. On August 9, he returned to a Darlington supermarket, stealing a bag of cheques.

Mr Earnshaw said Grice with became known as the Mechanic because several of the stolen vehicles used in the raids were tuned up.

The inquest was adjourned until today.

Race to beat postal dispute



Daniel Forsyth, aged 13, of Norfolk Island, Hussein Kangave, aged 13, of Uganda, Kasini Kofi, aged 9, of Zimbabwe, and Cecil Kwok, aged 13, of Hong Kong, visiting London en route to New York to take part in the Race Against Time (Photograph: Alan Weller).

By John Goodbody
Sports News Correspondent

Sport Aid '88 has begun an emergency operation to counter the effects of the postal dispute which had threatened to disrupt the British part of the Race Against Time on Sunday, expected to be the biggest sports event in history.

DHL Worldwide Express, a courier service, has distributed a million application forms to 2,700 branches of Midland Bank in England and Wales and TSB in Scotland and Northern Ireland so that Britons can take part in the 186 fund-raising runs throughout the country.

The organizers are optimistic that the 1.2 million people who took part in Britain in the 1986 event will be matched on Sunday when more than 40

million people are expected to participate in runs in 127 countries.

Sport Aid '88 aims to raise money and public support for the struggle against hunger, poverty and disease that each year kills 15 million people.

In the 1986 event £21.5 million was collected. This year funds will go to Care, Unicef, the Red Cross and Red Crescent and Save The Children Fund.

Mr Simon Dring, co-chairman of Sport Aid '88, yesterday said that the disasters in Bangladesh and Sudan showed the vulnerability of millions of people, especially children.

He added that many British applications were caught in the backlog at post offices and sorting depots.

That backlog had caused a big problem but the forms had been distributed to the banks and anyone could pay £1 to get a printed number and participate in one of the 10 km (6.2-mile) races.

More than 80 per cent of the British population lives within 12 miles of an event, Mr Dring said, but "if anyone cannot get there they can still run round the television or sofa to show they care".

In 1986, 85 per cent of the British participants entered in the final week.

On Sunday events will range from a mass run in places such as Hyde Park to local events.

The participating nations range from China - where paper numbers weighing 10 tons were distributed for the 2.5 million people taking part in official races and 27 million in related events - to Pitcairn Island, where all 58 inhabitants will turn out.

The race will be started in New York at 11am local time when Omar Khalifa, the Sudanese middle-distance runner, will jog down First Avenue escorted by two children from each participating country to the United Nations building, where he will light a symbolic torch.

The event will be televised around the world, with 23 cities supplying visual material, making it the most complex broadcasting operation yet attempted.

Masseuse tells of sex prices

A former masseuse at a massage parlour where a police surgeon is alleged to have paid girls with drugs has told a court of the parlour's price list for services.

Frances Jones, once a heroin addict, told Winchester Crown Court yesterday that sexual services cost between £7 and £20.

She was giving evidence on the second day of the trial of Dr William Phillips, aged 47, of Cranbrook Road, Bristol, a family doctor and former principal police surgeon.

He denies four charges of supplying dicalcium, a heroin substitute, to three women at Caesar's Massage Parlour in Stokes Croft, Bristol, four times between 1982 and 1984.

Miss Jones, of Knowle Road, Bristol, said she knew Dr Phillips as Dr Hamilton and saw him two or three times a month, although she was not his only masseuse.

When he learnt she was an addict he paid in tablets, 15 or 20 dicalcium a session.

Miss Susan Gilchrist, one of the three women named in the charges against the doctor, said he gave her dicalcium tablets after she was arrested for loitering and he was called to examine her. He later visited her four or five times for sexual services.

The case continues today.

'Bondage may have led to suffocation'

A social worker found dead in her bedroom may have suffocated during a bondage experiment, the Central Criminal Court was told yesterday.

Dr Peter Vamezis, a pathologist who examined the body of Mrs Janet Demain, aged 31, of Plaistow, east London, said it was possible she had agreed to indulge in such an experiment before her death in February last year.

She was found with her hands bound and a plastic bag over her head. Dr Vamezis said that as there were no signs of a struggle, she could have agreed to be tied. However, it was unlikely that the bag was applied with such consent.

A friend, Kevin Pilgrim, aged 32, of Forest Gate, east London, denies murdering Mrs Demain.

He allegedly told police that he visited her the morning she was killed, but she was fit and well when he left.

Mr Victor Demain, the woman's husband, told the court she had twice been unfaithful to him.

He had known Mr Pilgrim since they were schoolboys and had always found him to be kind and considerate to his wife.

The trial continues today.

Home Secretary was alerted to possible threat

Bogus IRA bomber tricked Cardinal Hume aide

Cardinal Basil Hume's secretary gave £350 to a confidence trickster who told him he was an IRA bomber who got cold feet on a mission to London.

The priest was fooled by Ian Miller's story that he was in fear of an IRA assassination squad after being sent from Belfast to plant a bomb at the House of Lords. Miller, an unemployed coachman, put on an Irish accent to trick Father Patrick Browne at Westminster Cathedral.

Mr Roger Thatcher, for the prosecution, told Marylebone Magistrates' Court yesterday: "He told him he wanted to leave the organization and to rebuild his life."

Mr Michael O'Brien, for the defence, said: "There was something of a kerfuffle at the time and the Cardinal asked the Home Secretary to look into the matter."

After the hearing, Miller said:

"Catholic priests will give you the word. If I was a genuine Provo on the run, I could sponge cash off them to evade justice just like that."

"I told him I was with the south Armagh brigade of the IRA and had been sent over to plant a bomb in an improbable place like the House of Lords, but that I didn't want to take innocent lives."

"I told him I could give myself up to the police and go to prison. If I went back to the IRA without doing the job, they would kill me."

Miller, aged 35, of The Broadway, Greenford, west London, admitted obtaining the £350 by deception from Father Browne at Archbishop's House at Westminster Cathedral last week.

He also admitted attempting to obtain cash from a church in Reading on Sunday. The deception was discovered when a priest in Reading telephoned

Father Browne for advice after being approached by Miller.

Mr Alan Baldwin, the magistrate, sentenced Miller to six months' imprisonment, suspended for two years.

Mr O'Brien said after the hearing that Father Browne had reported the incident to Cardinal Hume, who alerted the Home Secretary that there was an apparent IRA man on the loose.

Miller said outside court that he had been cheating priests with the same trick for years. He had nearly had a heart attack when the priest gave him £50 and then £300 on a second visit.

Last night, Father Browne said: "The man had an absolutely authentic Northern Ireland accent. In the Catholic Church, we are constantly preaching to people having anything

to do with the IRA to leave that organization and way of life. So if a man turns up saying he wants to get out of the IRA, as a priest, I feel I have a duty to help him."

"This man was very persuasive. He mentioned a number of things which rang true, but I did have doubts and spent a long time with him checking on his story."

"I had to try and get as much information out of him to help the police. He gave me names of people he said were active in the IRA, and said I was to pass the information on to the police after he had left."

Father Browne said he tipped off the anti-terrorist squad. "By a sheer fluke last Sunday, I was telephoned by a priest in Reading who was approached by the man and asked me for advice. I immediately called the police and he was arrested at the house."

Charity's 'jobs for family'

A community leader accused of obtaining more than £445,000 of charity money by theft, deception and forgery gave jobs to members of his family, a court was told yesterday.

Six members of Dr Ashton Gibson's family worked with the grant-funded Caribbean House Group, based in Hackney, north-east London, on salaries of up to £12,000, Southwark Crown Court was told.

Dr Gibson, aged 61, of Kyverdale Road, Stoke Newington, north London, is said to have siphoned off cash including £120,000 to buy an hotel in Barbados.

The charity received almost £400,000 in grants from Hackney council, the Greater London Council, the Inner London Education Authority, and the Department of the Environment.

Lord Whitelaw and Lord Longford, who was in court yesterday, both became patrons of the Caribbean House Group.

Hackney, which gave £150,000 a year to the charity, launched a financial investigation and found it to be £107,000 in the red.

Dr Gibson is alleged to have transferred money secretly into his own account and forged receipts to secure the grants. He denies 13 charges of theft, four charges of deception, two offences of forgery and two of using false documents involving a total of £445,941 between February 1985 and October 1986.

Mr John Newell, auditor for Hackney council, admitted that the charity's books were in good order when he examined them.

Mr Newell said he was called in when the charity ran into money trouble. It was not an attempt to close the organization down.

The trial continues today.

Smart card is key to social club

By Robert Matthews
Technology Correspondent

Barclays Bank yesterday joined forces with Honeywell Bull, the computer manufacturer, to launch what it claims is the world's most advanced "smart card" trial.

Smart cards, which are like credit cards with microchips embedded in them, are being used for special purposes in some countries, for example in France's leisure industry.

Now Honeywell Bull is about to introduce a card which will act as an entrance key, general information store and medical card, as well as electronic purse.

The card will go on trial at Dallingford sports club, near Barclaycard's headquarters in Northampton. Members will be able to use the new card to gain access to the club and its facilities, and buy drinks and meals at the bar and restaurant via electronic terminals.

Diplomatic fight over TV advert curbs

By Richard Evans, Media Editor

The Government will start a diplomatic offensive in Europe today aimed at saving Britain's commercial television companies from crippling advertising restrictions.

Mr Timothy Renton, the Home Office minister responsible for broadcasting, leaves London this morning and will spend three days in The Netherlands and Luxembourg where he will meet ministers and officials in an attempt to obtain support for Britain's opposition to proposals on television regulations from the Council of Europe and the EEC.

His mission will be backed up later this week by Mr Douglas Hurd, the Home Secretary, who intends to raise the advertising issue during a meeting with European min-

isters in Switzerland. It is also expected that he will soon see ministers in France, the key country in the advertising controversy.

The European Council and the EEC are drawing up agreements aimed at providing European-wide regulation of television services in preparation for the rapid expansion of television stations, particularly satellite channels.

However, proposals to do away with commercial breaks during many programmes, replacing them with long advertising "blocks" between programmes, have caused uproar in Britain.

The ITV Association has estimated the 16 independent television stations would lose 5 per cent of advertising time a

week and 35 per cent of breaks during programmes. The cost of advertising could go up by 20 per cent. Mr Renton is expected to suggest that instead of the West German plan to curtail advertising breaks, each country should be left free to regulate the amount and nature of advertising on existing commercial networks.

A big increase in British homes receiving cable television services by the end of the 1980s was forecast yesterday as franchises for six more areas were put on offer.

The new franchises advertised by the Cable Authority cover the London boroughs of Greenwich and Lewisham (about 175,000 homes); Crawley, Horley and Gatwick airport (40,000);

Greater Glasgow, including Paisley and Kirkintilloch (325,000); Motherwell, Hamilton, Wishaw, Larkhall and East Kilbride (125,000); Cumbernauld, Kilsyth, Airdrie and Dunbarton and the Vale of Leven (17,000).

They bring the number of franchises awarded or advertised to 30.

The department of electronics at Luton College of Further Education, Bedfordshire, is setting itself up as the leading centre for the teaching and study of satellite television technology in Britain.

It has undertaken to train about 700 satellite dish installers by next February in time for the launch of four channels by Sky Television, owned by Mr Rupert Murdoch.

Popeye's son upsets purists

By Andrew Billen

Popeye has secretly wed his sweetheart Olive Oyl and the couple have a 10-year-old son, the BBC disclosed yesterday.

The cartoon sailor has weighed anchor and is now a sober citizen who runs a health food shop in Sweethaven. Mrs Popeye, nee Oyl, is an aerobics instructor.

The developments come to light in a new American television series, *Popeye and Son*, which the BBC is to show on Sundays from October 9.

It will outrage purists who have followed Popeye since the 1930s.

Although many new versions of the cartoon have been made, this is the first time new characters have been introduced.

new generation with Popeye's son appears not to have worked. CBS cancelled the series after 13 half-hour programmes.

Mr Denis Gifford, who has written many books about cartoons, said yesterday: "I don't approve of cartoon characters growing up. The success of Billy Bunter was that he remained the same."

The new series is made for King Features, the owners of Popeye, by Hanna-Barbera, creators of Yogi Bear.

Mr Homer Jolly, of King Features in New York, said: "What we were trying to do was to bring Popeye to a new generation by getting together a new character with some of the attributes of Popeye but who kids could relate to". The

BBC confirmed yesterday that it would continue to show old Popeyes.

The news was announced by the BBC yesterday with its new package of children's programmes.

The season is to be led by a new drama series, *What's Your Story*, in which children will be asked to telephone in.

The new season will bring the last of *Play School* - the first programme broadcast on BBC2 - after 24 years.

The Independent Broadcasting Authority has decided that a documentary about the making of Martin Scorsese's film *The Last Temptation of Christ* can be shown uncut on independent television on Friday. LWT's *South Bank Show* Special includes several clips from the film.

TUC CONFERENCE

Stay in training scheme, Kinnock begs congress

Mr Neil Kinnock, the Labour Party leader, made a strong appeal to the TUC at its conference in Bournemouth yesterday not to withdraw from the Government's employment training scheme. He urged it instead to fight the system from the inside.

He said that the Government was cynical on the issue. "The Tories say that they want the trade union movement to be involved in employment training... In truth, they are yearning for your withdrawal."

He said that he wanted to stop the Tories slandering the unions by saying that they had turned away.

Mr Kinnock began his speech with a strong attack on Mr Nigel Lawson, the Chancellor of the Exchequer.

They lived, he said, in a time of rapid change; the Chancellor had made eight changes in interest rates in a matter of months. In his Budget, Mr Lawson said that the balance of payments deficit would be £4 billion. Over the whole year it would be as much as three times bigger than that.

Rises in interest rates had hit just about every family and business in Britain. Yet the Chancellor said that no one should worry unduly.

The balance of payments deficit posed the question of the decade. How, except by complete incompetence and irresponsibility, did any government with those great advantages of oil wealth get a balance of payments deficit of any kind?

No Labour chancellor would have been able to get within light years of that situation and have got away with the ride Lawson had got. A Labour Chancellor would have been crucified (applause).

All they got from Mr Lawson was a string of excuses and alibis and claims that there was no great problem because so much of the imports was capital goods to fuel the recovery. He maintained that the economy was fundamentally strong.

But an economy that was fundamentally strong did not lose 20 per cent of its share of world markets or 30 per cent of its home markets.

"Any Chancellor who describes what he presides over as a fundamentally strong economy when he has two and a half million unemployed deserves to be disgraced in the annals of politics and the annals of economics."

A Government with a strong economy should not freeze education spending, or cut benefits for the poor and disabled. If the

economy was fundamentally strong, the Government should not be trying to dodge its duty to fully fund a new pay structure for nurses (applause).

All that was not evidence of strength. It showed weakness, moral weakness to go with the economic weakness of the Government.

There had to be investment on a scale and for a time that the Government would never encourage, never commit, and never support. Crucially, there had to be investment in training.

For years the Government had dodged its responsibility for training at a time when unemployment was rocketing and when skill shortages were already obvious.

The Government's efforts to provide training had been reluctant, late, partial, underfunded, underpaid and cosmetic. They had had more to do with hiding the unemployed than combating unemployment.

The Government had never offered an effective strategy for training. They had never understood it as an essential tool of production and competitiveness.

The Government, which constantly preached about the need for modernization, practised the opposite. They shuffled unwillingly to change.

At worst, they had staggered back to an ancient, incompetent and unjust system. The system of forcing people into schemes without much pay and training without much prospect of work on pain of withdrawal of all support.

Despite protestations of ministers, the Prime Minister wanted to take the next step to Workfare (the United States system restricting benefits for those refusing to work). She wants a system in which unemployed people are told "you take work where, when and how we tell you for the wages we choose to pay you, or you lose everything".

The neglect of skill shortages and the low quality of much training was the Government's fault. No wonder frustration and resentment were so great as to provoke unions and local authorities into objecting to involvement.

A decision by the TUC to withdraw from the Training Commission would remove the main impediment to Workfare. The unions would be blamed for the failings of employment training. They should stay in to resist the Government.

Despite the protestations of ministers, Mrs Thatcher had made clear last week that she wanted to take the next step towards Workfare. That was the education spending, or cut benefits for the poor and disabled. If the

Everyone in the labour movement wanted to stop Workfare, secure decent rates of pay and expose the injustice of the Government. Was this best done from inside or outside? The congress would decide. It was a tough and risky choice whatever the decision.

If the congress decided to contest the Government from inside the Training Commission it risked accusations of complicity in a system that was again going to fail the training needs of the nation.

"If you decide to contest the Government from the outside three results are certain: the main impediment to Workfare will be removed; the main block to further privatization of training will be gone; none of the deficiencies and weaknesses and leavings of employment training will be the fault of the trade union movement. But you will get the blame, that is certain. You will be the whipping boy."

You will be the excuse for everything wrong (applause). You will be innocent, but you will still be condemned."

The Conservatives would say they wanted the trade unions to be involved in employment training and the commission. "In truth they are yearning for your withdrawal from the commission. They are completely cynical."

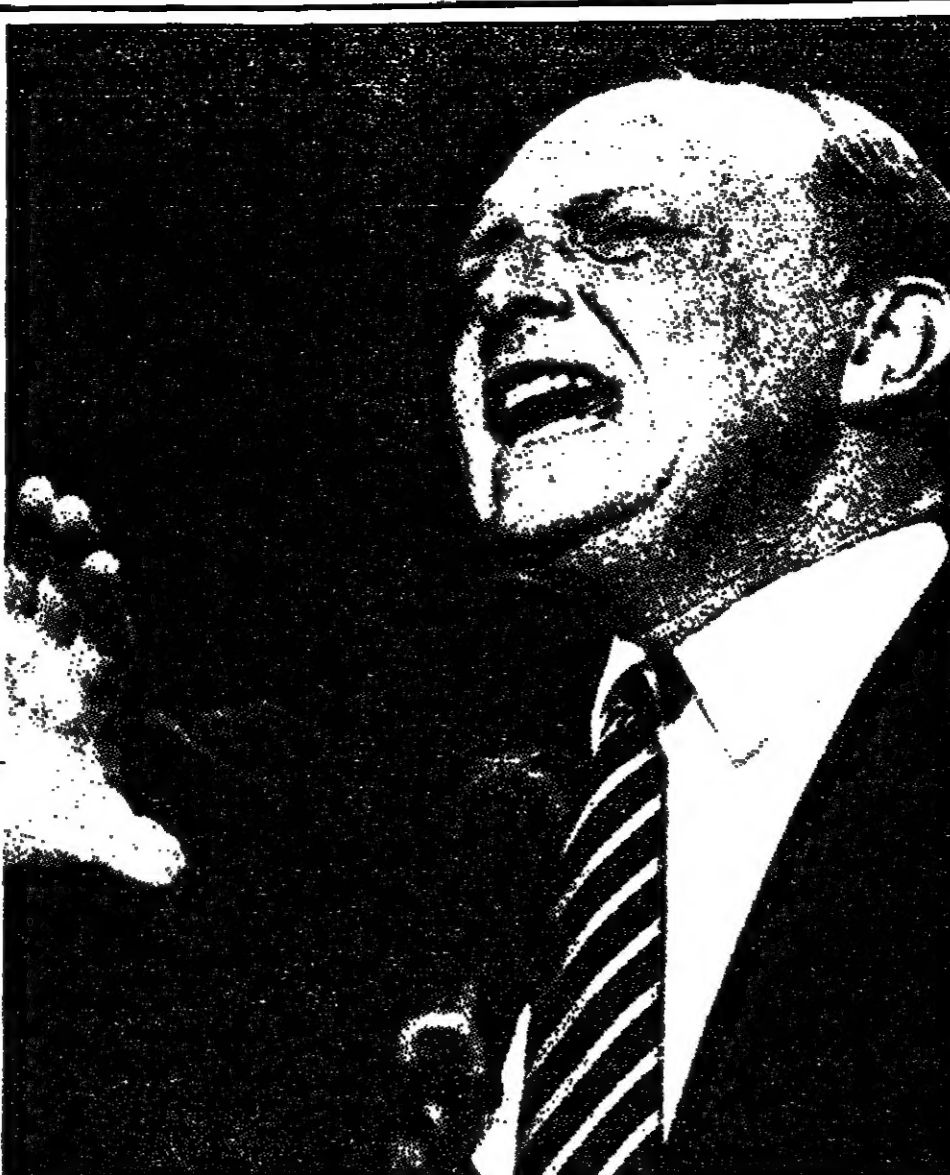
"I want organized working people to be clinical. They want you out of their way. They want you to stay in their way. That is the way forward (applause). Outside you make protest. Inside you make the case."

The Government wanted to inflict new injustices, new indignities and new insecurities on the unemployed. "I want you to be able to stop them slandering you with the claim that they are a travesty but they will make it."

He said this because he was fed up with seeing trade unions, mocked, misrepresented and labelled. The labour movement was modernizing. The TUC and the Labour Party were conducting thorough-going reviews, not to escape past values but to produce answers for our times, from our times.

These were not superficial attempts to change the image of trade unions. They were profound efforts to do better for the people unions represented. Change did not make unions superfluous. The need for them would always remain.

The TUC was showing the world that solidarity was a practical ideal of trade unionism. It understood solidarity in a way that the Prime Minister did not. She had to have the word translated into Polish before she understood it: Solidarnosc.



Mr Neil Kinnock: "In truth, the Government is yearning for your withdrawal"

Scargill is voted off the general council

By Our Employment Affairs Reporter

The TUC General Council will be without a representative from the National Union of Mineworkers for the first time since 1984 after it was announced yesterday that its president, Mr Arthur Scargill, had failed to be elected to one of the 11 places reserved for unions with fewer members than 100,000.

Mr Mick McGahay, former NUM Scottish president, said that it was the first time since 1889 that the general council would be without a mining representative.

The union lost its automatic seat on the council after it announced that it had only 92,000 members, below the 100,000 figure that guarantees a union a place on the executive.

After the last year the union had more than 500,000 members. But over the past few years its membership has been hugely cut by British Coal's decision to reduce the number of pits from 171 to 94.

Mr Scargill's loss was a victory for the right after it was announced that Mr Ken Cam-

eron, general secretary of the Fire Brigades Union, another left-winger, who was forced off the council four years ago, failed to get back on.

The announcement came after an attempt yesterday by the Manufacturing, Science and Finance union to change the general council representation in favour of the left failed.

Mr Ken Gill, the manufacturing union's joint general secretary, argued that the congress should incorporate the principle of "comparable representation" between all unions on the basis of one seat per 250,000 affiliated members.

Unions over 100,000 automatically have a place on the TUC's ruling council, while those with fewer than 100,000 members compete by ballot for 11 places, which are at present dominated by officials on the right of the movement.

The manufacturing union's motion would have reduced this group's hold on the council by reducing their eleven places to five, bringing the council into

line with the congress, which is dominated by the left.

Mr Gill severely criticized the right for using the present system to deny the Fire Brigades Union, the National Union of Seamen and — for the first time — the National Union of Mineworkers a seat on the crucial committee.

But the conference voted the motion down after an appeal Mr Norman Willis, TUC general secretary, not to preempt the review that is re-examining general council representation.

A crucial factor leading to Mr Scargill's defeat was the formation of the breakaway Union of Democratic Mineworkers in 1985 after the bitter year-long old strike.

This week the miners' union will launch a new organization, Unite, with the National Union of Railwaymen, the Associated Society of Locomotive Engineers and Firemen and the coal depots' union, Nacods to help out the dangers of electricity privatization to coal and rail.

Penitence over Ford jobs loss in Dundee

By Tim Jones and Anthony Hodges

Trade union leaders tried to put behind them yesterday one of the most acrimonious episodes in recent trade union history, when bitter fighting lost for Britain the £40 million high-technology plant that Ford was to have built in Dundee.

The plant and the 1,000 jobs it was to have created in providing electronics for the "car of the future" have now gone to Spain, although the parts it manufactures will be handled by the 40,000 Ford employees in Britain.

The plant was lost because of the opposition by the Transport and General Workers' Union to a single-union deal that had been secured by the Amalgamated Engineering Union.

Senior TUC leaders are now working on a review, which they hope will prevent the movement from being held up again to public ridicule and from being accused of losing jobs for Britain.

Mr Gavin Laird, general secretary of the Amalgamated Engineering Union, won sympathetic applause when he said that he was deeply sorry that the jobs had gone to Spain. He said that it had to be placed on the record that the Dundee plant had been lost partly due to the actions of the TUC.

What had been required for the plant to be saved was for the AEU to withdraw from the enabling agreement and, had that been acceptable to Ford, his union would have been prepared to do that.

"Our concern was jobs, jobs for Dundee and jobs for Scotland," he said.

Wages would have been in the

upper quartile for the electronics industry in Scotland. What unionist worth his salt could not have taken advantage of a plant which would have created 100 per cent union membership making parts for every Ford car made in Europe?

"But now it is over. I want this episode put behind us and on the basis of the Dundee experience I hope that the new review body proposals will avoid this ever happening again."

Mr George Mackay, Manufacturing, Science and Finance, said that Ford had gone to Spain because of the difference in value between the pound and the peseta. Multinational companies did not decide plant sites on social grounds or unemployment levels in Dundee.

Mr Ron Todd, general secretary of the Transport and General Workers' Union, told delegates to put Dundee behind them now that the lessons had been learnt.

But there must be no secret meetings in Detroit and no secret deals to break national agreements.

"Jobs are vital in our ravaged economy, but do not let us throw thousands of workers on the mercy of employers. Forget Dundee and make sure it does not happen again."

Mr Norman Willis, general secretary of the TUC, said Ford had created a difficult situation by insisting on secrecy until a deal had been signed.

The position had always been finely balanced and that had been part of the problem. The responsibility of the TUC and its members now was to see that a similar situation did not occur again.

Credit card plans for union members

By Tim Jones, Employment Affairs Correspondent

The TUC is negotiating with leading credit card companies to get special rates for its nine million members as part of its drive to drop low "cart horse" image and make trade union membership more relevant.

Access and Barclaycard have been approached to see which can come up with the best deal to provide a TUC credit card that should give union members advantageous interest rates.

The talks are part of the realization by unions that they can no longer rely on the automatic certainty of the closed shop and must vie for members just as surely as chemical companies try to entice shoppers through television advertisements to buy their brand of washing powder.

Yesterday, Mr Norman Willis, general secretary of the TUC, said: "Trade union members and their families are increasingly looking for financial, legal, travel and other services."

"Individually, our members are vulnerable to modern, high-pressure sales techniques and we are making an informed choice."

As part of the benefits service, the TUC yesterday launched its Unioncard scheme in conjunction with the Law Society, the solicitors' professional body.

Under the scheme, union members will be able to have free initial interviews on legal problems other than those related to employment.

The Law Society, whose members have often been denigrated by trade unions as the "biggest closed shop in the world", has undertaken under the scheme to give free estimates on the cost of further legal work required where state legal aid is not available.

In addition, union members will have services such as house conveyancing and the drawing up a will for a fixed price settled in advance.

Change to secrets Act under attack

The Government's plans to reform the Official Secrets Act would turn Britain into a secret society, Mr Harry Conroy, general secretary of the National Union of Journalists, said.

He was supporting a composite motion criticizing the White Paper on the reform of the Official Secrets Act and calling for proposals to be amended to include a public interest defence.

Mr Conroy said that without change the legislation would gag government employees for no matter what wrongdoing they knew had been committed in the name of this country.

An Act based on the White Paper would remove the defence of prior publication which had been used for Peter Wright's book.

Miss Alex Brett-Holt, president of the Association of First Division Civil Servants, seconded the motion. She said that a proper balance needed to be struck between the public's right to information and the need to prevent disclosure of sensitive information.

The association was concerned that it might be an absolute criminal offence to



Mr Conroy: Britain will be a secret society

disclose certain information.

"The First Division Association accepts that unauthorized disclosure of information is a disciplinary action, but occasionally members feel that the information is being improperly kept from the public. In such circumstances, the FDA believes that civil servants should have access to an independent body to judge whether what they are required to do is reasonable or not."

The motion was passed on a show of hands.

'Update pensions' call

Despite the unprecedented improvements in pay and conditions of workers over the past 30 years, pension provision had failed to keep pace, Mr Gavin Laird, general secretary of the Amalgamated Engineering Union, said when he successfully moved a resolution supporting TUC efforts to improve occupational pension schemes.

The resolution stated that workers should be protected from blatant misleading information about personal pension plans and that the TUC objected to pension providers who promised huge sums for future pensions that were based on unrealistic assumptions about future salary and economic developments and who failed to advise fully about the advantages of collective provision.

Mr Laird said that they were living in an increasingly wealthy society, but that society was failing to provide adequately for today's and tomorrow's pensioners.

For many years governments would not allow people to contract out of Serps because they felt that private pensions would not be adequate.

Now the standard of Serps had been sharply lowered to allow people to contract into

RETIREMENT

low-value schemes that could leave them in poverty when they retired.

The first line of defence, therefore, had to be to expand the existing national pension scheme and to expand occupational pension schemes.

A reasonable scheme meant a pension based on an employee's earnings immediately before retiring.

What happened to the private plan if there was another "black Monday" on the stock market? Those plans went down with it.

The trade unions were responsible for protecting the standards of workers, and particularly the weaker members of society. And there was no weaker section than the pensioners.

Mr Keith Stanning, Association of Professional Executive, Clerical and Computer Staff, said that they had to support the TUC General Council in its campaign to develop better occupational pension schemes.

His union did not dismiss personal pension plans out of hand. They were the best form

of pension for young, mobile employees or those for whom Serps was inadequate.

But for most people they were not a good form of provision because of their uncertainty.

Mr Brian Clegg, National Association of Schoolmasters/Union of Women Teachers, said that since 1925 money in the teachers' superannuation scheme had been hijacked by government into a national fund that issued IOUs for the surplus left after the pension had been paid.

That form of hidden public-sector borrowing amounted to £40 billion in England and Wales and nearly £4 billion in Scotland and did not have to be accounted for.

It was time that that area was reformed and members' contributions were invested properly.

Mr Eddie Haigh, Transport and General Workers' Union, said that his union sought a minimum pension of £100 a week for a married couple and £62 a week for a single person. Was that much to ask of one of the richest countries in the world?

The motion was carried unanimously on a show of hands.

Tories 'want American care'

The stealthy "Americanization" of health care was at the centre of Conservative Party policy for the National Health Service, Mr Hector Mackenzie, general secretary of the Confederation of Health Service Employees, said.

He moved a motion criticizing the secret, restricted and internal character of the government review of the health service. It proposed a Charter for Health including increased funding for the health service, and full funding of pay awards.

Mr Mackenzie said that right-wing think tanks were falling over themselves to publish daring, dangerous ideas for the health service. Their aim was to introduce the market mechanism into the health service. It was the americanization of the service by stealth.

All these ideas had been considered before and rejected. But this time the Government had stacked the odds in its favour. This was a secret review by a secret group of ministers. It was not even known who was giving evidence.

Mr Rodney Dickerstaffe, general secretary of the National Union of Public Employees, spoke scathingly of the four-week holiday in Spain of the

THE NHS

Secretary of State for Health, Mr Kenneth Clarke. He wished that his members were paid enough to go abroad for four weeks for their holidays.

Miss Margaret Wall, Manufacturing, Science and Finance, said that the funding of the health service pay review must be done by central government and not left to the districts, which were already desperate for cash. Unless that was done, not only would there be more ward closures, but also less patient care.

Mr Danny Bryn, Transport and General Workers' Union, said that the problems facing the health service were not the sole property of the health service workers, but affected the whole trade union movement.

It had to respond to the cries from the health service. "We are the public; we are the voters. We are the carers."

The National Health Service was popular with the people, but they knew that that popularity would not protect it when the gurus of Thatcherism started to expand their economic options.

The unions were in favour of efficiency, but not efficiency that allowed a complacent Secretary of State to say that when the health authorities were running out of money they had to close wards, or prevented the elderly having cataract operations, or caused children and parents to suffer unnecessarily.

The sooner Kenneth Clarke went back on holiday the better for everyone and the sooner the whole Government went into permanent retreat the better.

Mr Stephen Charkham, general secretary, Hospital Consultants and Specialists Association, said that the health service consisted of an army of dedicated workers. But they all knew that an army could not succeed if the morale was low. The amazing thing was that so much had been achieved and continued to be achieved when morale was so low.

The Government rebutted arguments for more money by showering its critics with statistics. But no one in its association knew of anyone who had been treated, let alone cured, by a statistic.

The motion was carried overwhelmingly on a show of hands.

Appeal for safety at sea

The Government was moving towards privatization of safety inspections at sea, despite the disasters of the Herald of Free Enterprise and Piper Alpha, Mr John Newman, deputy general secretary of the National Union of Marine, Aviation and Shipping Transport Officers, said.

Privatization would present a big threat to seafarers, the public and the environment.

He moved a motion calling for the Government to avoid the conflicts of interest when a government department was responsible for both the promo-

tion of an industry and its occupational safety.

The present responsibilities of the Department of Transport and the Department of Energy for standards and enforcement of occupational health and safety in shipping and offshore oil industries should be transferred to the Health and Safety Executive.

He said that the Government was instead considering moves to transfer responsibility for safety inspections to classification societies. Such a transfer had been down-played since the Zeebrugge disaster, but it must never be allowed.

Mr Roger Lyons, Manufacturing, Science and Finance, said that the Piper Alpha disaster could be a watershed so far as workers were concerned. There was anger sweeping from rig to rig across the North Sea as oil workers demanded action be taken.

But there was a real fear of

victimization among those making the demands, so much so that many had to remain anonymous. That was a scandal.

The risks were well known, but those ready to take such risks were being denied basic rights through fear of victimization.

Unionists owed it to the 167 workers who lost their lives on Piper Alpha and their families, and those who would work on the platforms in future, to pursue the campaign for improvements with vigour.

Mr Barry Gibbs, Institution of Professional Civil Servants, said that the Piper Alpha disaster could be a watershed so far as workers were concerned. There was anger sweeping from rig to rig across the North Sea as oil workers demanded action be taken.

His union had been accused of scaremongering, but it would not be intimidated into ceasing to highlight the problems of air traffic control.

The motion was approved unanimously

A quick start for EETPU 'poachers'

By Roland Rusk, Employment Affairs Reporter

In the first stage of the inter-union recruitment battle, the electricians' union disclosed yesterday that it is set to merge with five non-TUC unions representing more than 7,000 members and is targeting 70,000 members of the left-led Manufacturing, Science and Finance Union as ready for poaching.

On the first day after the Electrical, Electronic, Telecommunication and Plumbing Union was expelled from the TUC for refusing to withdraw from two single-union, strike-free agreements, Mr Roy Sanderson, national secretary of the EESA, the white-collar section of the EETPU, outlined his plans to boost the union's membership.

Seventy thousand manufacturing union members working in the financial sector will receive a circular from the EETPU pointing out that one of their joint general secretaries, Mr Ken Gill, is a member of the Communist Party.

Mr Sanderson is planning to push home this "propaganda advantage" and is confident that key groups of manufacturing union members will be tempted to join once they realize the alternatives.

The electricians point to the success of the Sun Alliance Staff Association, which this year broke off from the manufacturing union after local staff officials complained about the political stance of the union's leadership.

In a separate move, 400 members of the Professional Drivers Association are being invited to join the Council of Managerial and Professional Staff. For the fee of £100, a union or staff association can join the organization, which has 12 member groups and is sponsored by the electricians, without losing their independence.

Mr Sanderson, who will announce the names of the other four unions at EESA's national conference in Liverpool next month, has heard from 30 other staff associations and met a

further 21 that have shown interest in either merging with or establishing closer relations with the EETPU.

"The reaction of these unions has exceeded all our expectations," Mr Sanderson said. "There is no doubt that our expulsion from the TUC has helped us immensely."

"Free from the militants and ideologies in congress, we are in a perfect position to increase our membership."

Unions which "jealously guard their autonomy" are being invited to join the Council of Managerial and Professional Staff. For the fee of £100, a union or staff association can join the organization, which has 12 member groups and is sponsored by the electricians, without losing their independence.

Mr Sanderson will try to entice those neither interested in merger nor in any of the services into an alternative trade union centre.



Mr Sanderson: Plans for boosting union membership

services will be on offer by the end of the year.

An organization not wishing to affiliate to the electricians' union is interested in using any of these services will be asked to pay a certain amount of money a member for the service required.

Mr Sanderson will try to entice those neither interested in merger nor in any of the services into an alternative trade union centre.

He will offer them their first and perhaps only chance of having some influence over the selection of trade union representatives to government-appointed committees.

After Mr Norman Willis, TUC general secretary, is alleged to have rebuffed the electricians' attempts to co-operate in a choice of trade union representatives on joint committees, such as health and safety, Mr Sanderson said that the Government had guaranteed the union continued representation.

"We will give staff associations, who are talking to us on trade union related matters, the chance to have a say on who should fill our places. It may be that we will recommend that someone other than an EETPU member should fill a vacancy."

A seminar for non-TUC unions is being organized for late November. The topic will be the use of compulsory arbitration as an alternative to industrial action.

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Mind-bending LSD found in wholemeal bread and cereals

By Thomson Prentice, Science Correspondent

A big breakfast bowl of muesli or bran flakes can contain enough LSD to induce a mild form of "mind-bending" euphoria, a leading food scientist said yesterday.

The hallucinogenic drug which became the psychedelic linchpin of the "Swinging Sixties" can exist in its natural state in wholemeal cereals because it is contained in ergot alkaloids, a common fungal infestation of wheat that may survive food processing.

It can also be found in wholemeal bread, the annual conference in Oxford of the British Association for the Advancement of Science was told.

Eating eight or 10 slices of the bread at one sitting could induce a similar lift in mood as a bowl of cereal, Dr David Conning, director general of the British Nutrition Foundation, said.

"We know that LSD is the most potent hallucinogen of all, and sends people round the bend at doses of up to a milligramme. But we don't know about the subtle effects

of the drug at much lower doses in food", he said.

Research had shown that LSD produced detectable effects in inexperienced users at a quarter of the dose likely to be contained in the daily consumption of cereals. Some of the cereals in health food shops carried substantial wholemeal contamination by the ergot, but Dr Conning stopped short of describing them as hazardous to health.

"It is conceivable that the current fashion for wholemeal cereals could result in the consumption of enough LSD derivatives to effect a lift in mood", he said. "We all like to have a touch of euphoria now and then, hence the popularity of alcohol. I see no reason why LSD should not be as popular if it brings about that effect."

Dr Conning was reviewing evidence on the links between food components and human behaviour. Earlier this year, a study among Welsh school children suggested that vitamin and mineral supplements could improve the pupils' non-verbal intelligence.

"There has been a sceptical, if not hostile reaction to this from orthodox nutritionists, but I think it should be taken seriously and it is requires further study", he said.

"The human diet contains many compounds that could affect brain activity, even after the food has been subjected to processes such as cooking. It cannot be excluded that they may effect subtle changes that influence food choice and social intercourse."

The exploration of the relationship between taste, clearly a major determinant of food preference, and the sense of pleasure and wellbeing induced by food, is in its infancy and there is much to learn," Dr Conning said.

The possible effect of ergot alkaloids has been recognized for more than 100 years. Ergotism was a form of madness diagnosed in the 19th century as arising from toxicants in grain produced by fungi. The condition has been eliminated by modern fungicide treatments.

Star's Doc Marten's go home



A pair of giant, bulbous-toed, Doc Marten-style still-boots, worn by Elton John in the film *Tommy*, inspired the first of many rounds of applause on the first day of the popular singer's three-day sale at Sotheby's in London yesterday. Fashioned in fibre-glass and standing 5ft high, they were bought for 10 times their estimate, at £12,100 by Stephen Griggs of R Griggs and Co, the Doc Marten's boot manufacturers, from Northampton.

A self-effacing chap in shirt sleeves, sitting quietly at the back, Mr Griggs discovered sudden stardom as the hammer came down, finding himself mobbed by the world's press. "We'll keep them under lock and key in the office, and take them out for public occasions", he said.

The boots were among nearly 300 bizarre pop souvenirs including portraits, costumes and gold discs which sold yesterday for a total of

SALEROOM
by Sarah Jane Checkland
Art Market Correspondent

£421,185: double their pre-sale estimate. Speaking from a concert tour in America, Mr John professed himself delighted.

Bidding on the telephone from Los Angeles, The Hard Rock Café paid £6,160 (double the estimate) for a gold disc of the album "Captain Fantastic and the Brown Dirt Cowboy", and £4,180 (estimate £400 to £600) for the Pink Eiffel Tower Boater, its crazy effect achieved by balancing the tower's four legs on the boater's brim. Its rival, Mr Jimmie Velvet, of the Superstars Café chain, looking anything but glamorous in a red T-shirt, bought "a couple of costumes and sunglasses and a gold record".

Before the auction started Miss Hilary Kay, the auctioneer, spent time explaining the procedure: that waving of their numbered "paddles" was obligatory.

(Photograph: Stephen Markeson)

Seizures of cocaine quadruple in a year

By Peter Evans
Home Affairs Correspondent

Four times as much cocaine was seized last year as in 1986, government figures showed yesterday.

The annual total has increased 30-times in 10 years from just under 30lbs to a record 900lbs in 1987. Nearly half last year's haul — 450lbs — was in one seizure. The number of seizures increased by 13 per cent to 717.

"We know that cocaine is being increasingly targeted at Europe", Mr Douglas Hogg, chairman of the interdepartmental ministerial group on the misuse of drugs, said.

But a sharp drop in the reported misuse of heroin last year was hailed as success for government-led strategy against trafficking. A Home Office bulletin shows:

● A 27 per cent fall in heroin seizures in 1987 compared with 1986.

● A 6 per cent drop in heroin offenders.

● A 16 per cent decrease in new heroin addicts notified to the Home Office.

"This is a sign of the success of the Government's strategy for tackling drug misuse", Mr Hogg, Under-Secretary of State for the Home Office, said.

It was the second year in succession that the number of seizures of heroin fell, from a peak of 3,176 in 1985 to 2,057 last year.

The drop is thought to reflect a disruption in trafficking to Britain due partly to police and Customs successes. Last year 200 confiscation orders were made with a total value of £1.2 million.

In 1987, 21,000 drug offenders (83 per cent of the total) had committed offences involving cannabis, 2,200 (11 per cent) more than in 1986 and the highest number recorded. There were 2,300 amphetamine offenders (9 per cent of the total), about 15 per cent fewer than in 1986. The proportion of drug offenders cautioned rose from 2 per cent in 1977 to 24 per cent last year.

● British police drug experts believe the trend of decreasing heroin sales and an increase in cocaine imports has continued this year amid continuing forecasts that South American traffickers will try to expand their markets in Europe (Stewart Tandler writes).

Rough figures and intelligence on seizures kept by the National Drugs Intelligence Unit show that the picture shown by Home Office figures for last year has not changed dramatically although seizures in 1988 have not matched huge amounts last year.

At the turn of the year drug experts in London pointed out that prices in Florida, a main entry area into the United States for cocaine, had dropped by more than half to \$13,000 a kilogram. In Britain and Europe the price remains high.

Gangs originally viewed Britain as a transit point but there is evidence some caches found by investigators were destined for the home market. Home Office Statistical Bulletin, *Statistics of the Misuse of Drugs, United Kingdom 1987* (Statistical Department, Home Office, Lunar House, Croydon, Surrey CRO 9YD; £2.50).

Genetic clues for cancer research

By Our Science Correspondent

Rapid strides forward in genetic research will produce important breakthroughs in the prevention and treatment of cancer, heart disease and other serious conditions in the coming decades, scientists said yesterday.

Sir David Weatherall, Professor of Clinical Medicine at the John Radcliffe Hospital, Oxford, said the technology of genetic engineering would revolutionize medical research.

Abnormal genes have been identified as the causes of cystic fibrosis, muscular dystrophy, haemophilia and Down's syndrome, opening the way to pre-natal diagnosis of inheritable disorders.

Similar approaches would help the study of heart disease,

cancer, arthritis, diabetes and common psychiatric conditions, Professor Weatherall said.

"The definition of the genetic basis for these conditions should lead to a better understanding of their cause and, in the long term, lead to improved methods for prevention and treatment."

Sir Walter Bodmer, research director of the Imperial Cancer Research Fund, said the genetic changes in which normal cells become malignant, could now be studied, providing important new clues on the hereditary role in cancer.

"As these genetic steps are unravelled we will eventually be in a position to characterize completely the cancerous process."

University firm to exploit discoveries

By Pearce Wright, Science Editor

A new high technology company was launched by Oxford University yesterday to exploit the discoveries from its research laboratories.

The firm, called Isis Innovation, was opened by Sir Kenneth Baker, Secretary of State for Education and Science.

Details of the enterprise were disclosed at a science and industry exhibition organized by the British Association.

The new company at Oxford is to ensure that the results of research, on which the university spends £30 million a year, are adequately

protected by patents, bringing reward to the university and the inventors.

Mr Baker said: "The Government recognizes that it has an important responsibility to maintain the continued health of the United Kingdom's science base."

He said the message for research councils, universities and polytechnics was to maintain a balance between basic and strategic research, be alert to the possibilities of discoveries and establish links with relevant firms, even if exploitation was a long way off.

Leading article, page 13

Holistic medicine defended

By Our Science Correspondent

Medical research is dominated by the idea that the proper way to understand illness is to take the human being apart, but that approach takes little account of the individual person, Dr David Peters, secretary of the British Holistic Medical Association, said in Oxford yesterday.

The financial and human costs of over-reliance on drugs and specialized treatments had become alarming for both patients and doctors.

"There is a widening expectation gap between what medicine can deliver through its expertise in manipulating organs, cells and biochemistry, and the popular need to see health and illness in their individual dimensions."

Holistic medicine simply meant taking more fully into account the idea that the person is a combination of natural systems with unique characteristics, Dr Peters said.

"We already suspect links between personality and cancer." Exceptional patients undergo inexplicable spontaneous remissions of cancer and other diseases, and the effect of placebos in relieving symptoms is also well documented, he said.

"This illustrates different degrees of the human self-healing capacity. Rather than sweep them under the biomedical carpet, we should recognize their implications and intensify research into them."

Without such research the holistic approach could be pushed to the margins of medicine", Dr Peters said.

Farnborough Air Show

Safety dispute leads to CAA takeover

By Harvey Elliott
Air Correspondent

Responsibility for air display safety at Farnborough Show is almost certain to be handed over to the Civil Aviation Authority after a decision to allow the Red Arrows to perform their normal routine in front of the public this week.

At present the Flying Control Committee — Society of British Aerospace Companies (SBAC) officials and military experts — is responsible.

The Red Arrows were given the go-ahead for a series of stunning manoeuvres by the committee which watched them practise on Monday night. But at least two aircraft flew over the area where tens of thousands of spectators will be packed between today and Sunday when the RAF display team is to perform.

Many watching experts predicted that routines would have to be changed because of the air display disaster at Ramstein, West Germany, in which more than 50 people

Charter airline pilots are flying in such a state of fatigue that their passengers are endangered, a senior medical examiner for the Civil Aviation Authority said yesterday.

Dr Ian Perry, who examines pilots to ensure their fitness to fly, said one pilot had told him that on landing in London he had found that his first officer had nodded off, and had then himself been so tired that he was not sure he was landing at

the right airport.

Airline pilots are at present limited to flying 100 hours in any 28 days under the CAA's regulation CAP 371, formulated in January 1982. British Airways rosters its pilots for only 80 hours in any 28-day period, allowing some leeway for unexpected delays, but many charter airlines roster pilots automatically for the full 100 hours, often with flights following each other in quick succession.

which allows military chiefs to decide what is safe.

After *The Times* revealed that military flying was not covered by civil regulations, MPs of all parties joined in the call for changes.

The military claimed that their own regulations — one drawn up by the RAF and the other by Nato air forces — were as strict as any civilian rules. But the display this week by the Red Arrows showed clearly that the exemption granted to military flyers is used to the full.

The CAA, which controls

the safety of all civil air shows but played no part in the planning for Farnborough, had been pressing ministers privately to include military aircraft in the Air Navigation Order which specifically prevents flights over or towards the crowd.

Nothing was done immediately, however, in the belief that the Red Arrows would make changes or that the Flying Control Committee would force them to modify their programme.

Instead the Red Arrows showed they were not prepared to change, largely because the many years of practice, all without incident involving spectators, could not be changed without causing greater safety problems.

Mr Christopher Tugendhat, CAA chairman, is expected to produce a report for ministers in the next few months suggesting ways the military and the SBAC could be included in the new legislation which is certain to be in place before the next Farnborough air show in two years' time.

Motor industry

New car sales a record in August

By Daniel Ward, Motor Industry Correspondent

The new car market reached a record last month of 477,305 registrations valued at £3.4 billion.

Imports jumped to their highest level in nearly four years as private motorists largely bought foreign cars for the introduction of the F registration.

In August almost two thirds of new cars were bought privately, compared with fewer than half in other months. This trend was reflected by the top 10 sellers, which are dominated by manufacturers of small cars.

Mr Simon Foster, director of the Society of Motor Manufacturers and Traders, said: "Import penetration at 61 per cent was especially high during August, but this would probably ease to nearer 55 per cent over the full year."

"Most of the increase in imported cars is accounted for by vehicles coming in from other Common Market countries", he added.

Britain's balance of trade in terms of the motor industry decreased by 51.5 per cent in the first five months of 1988 to £2.36 billion.

In the first half of last year import penetration had been pushed down to 50 per cent but this year the Ford strike meant 65,000 cars and vans were lost from production in Britain and the company imported more vehicles from Europe to maintain supplies.

In the first eight months of this year only 56 per cent of cars sold in Britain by Ford were built locally, compared with 70 per cent for the same period last year.

Vauxhall's British output has also slipped with 60 per cent of sales built locally this year, compared with 69 per cent last year.

The Ford Escort, Fiesta and Sierra were the three top selling models in August but a shortage meant Ford's market share slipped from a target of more than 29 per cent to 25.4 per cent. Austin Rover matched its market penetration achieved in August last year.

Jaguar sales continued to establish new records. In August nearly 3,000 cars were registered, 40 per cent more than last year. The company expects to sell 14,500 cars in Britain in 1988, nearly twice as many as in 1986.

Demand for prestige cars in Britain is buoyant with Audi, BMW, Mercedes, Porsche and Rolls-Royce enjoying strong sales in August.

● Claims by consumer groups that Suzuki SJ four-wheel drive vehicles were inherently unsafe have been rejected by the US Department of Transport, the manufacturers said yesterday. The department had been asked to ban the vehicle on the ground that it was liable to roll during severe manoeuvres.

IMPORTANT ANNOUNCEMENT

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Dukakis tracks down issues for dirty campaign

From Charles Bremner
New York

With nine weeks to go to the election, the Dukakis campaign worked hard yesterday to add teeth to their message after three weeks that have seen a team of brilliant advisers transform the gentle Mr George Bush from gaffe-prone bumbler into a mean political street-fighter.

The Democratic candidate, notoriously slow to change course on the advice of others, is said by insiders to have accepted that he can no longer stick to the lofty issues of the economy and society while Mr Bush surges ahead in the war of the tele-visuals and witty television "sound-bites".

With President Reagan now throwing his weight behind his re-vamped Vice-President, the Democrats are searching for the "hot-button" topics that can spark recognition in the jaded national psyche. Mr Bush, guided hour by

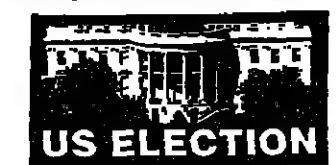
hour with feedback from his media wizard, Mr Roger Ailes, and his pollster, Mr Robert Teeter, has worked wonders by seizing on the pledge of allegiance to the flag as a device for contrasting his own patriotism with the alleged gloomy defeatism of his opponent.

For the Dukakis camp, Monday's Labour Day launch of the full campaign for the November election, could not have better demonstrated the superior skills of the Bush camp, now bolstered by the image-making experts of the Reagan campaigns.

There was the new "Dirty Harry" Bush mixing it with dockers, athletes and policemen in California — all chosen to efface the lingering wimp image. In San Diego, he took a knife to gut a telegenic white bass, a clever video metaphor for cutting up the Democratic nominee.

Then with a backdrop of aircraft carriers, he used another of his

writers' sound-bite jokes — repeated later on every television network and every newspaper — to ridicule Mr Dukakis as dangerously naive for his opposition to a string of new nuclear weapons. "I



wouldn't be surprised if he thinks a naval exercise is something you find in the Jane Fonda workout book."

With one jab he had also managed to assuage. To back him up, the campaign had stationed Senator Dan Quayle, his young running-mate, against a backdrop of New York harbour, to lead a handpicked crowd through yet another recitation of the pledge of allegiance.

Mr Dukakis, albeit talking tougher than usual, was eclipsed as he set the tone for his campaign by haranguing a traditional workers' rally in gloomy Detroit about the Republicans' failure to deliver prosperity to the poor and the middle class.

The best he could do against his opponent was to say he was the "standard-bearer of the party that thought ketchup was a vegetable". The reference was a Reagan school lunch programme that listed ketchup as a vegetable.

All the polls and analysis of television coverage show that the Bush campaign, now in the hands of the formidable Mr James Baker, has succeeded in setting the tone and throwing Mr Dukakis on the defensive.

According to the Conference on Issues and Media, which calibrates every second of network television news, "the issues hurting Bush are going down and the ones that help

him are coming up". The prime stick with which Mr Dukakis wanted to beat Mr Bush — the Iran-Contra affair — has disappeared off the political radar.

The Democratic candidate, once cast as cool and infallible in contrast to Mr Bush's awkward schoolboy, this weekend curtailed his daily press "availability". His advisers have also been trying to persuade him to show more expression.

Mr John Sasso, the campaign manager brought back from a year's exile for publicizing Senator Biden's plagiarism of Mr Neil Kinnock, has been given the job of devising a more aggressive Dukakis and a bite-sized message that will stick in the nation's living rooms. The campaign has also just taken on Mr Bob Shrum, Senator Edward Kennedy's former speech-writer.

To combat the Reagan artillery,

the Democrats are also expected to sign up Mr Mario Cuomo, the New York Governor, and other prominent politicians to act as "surrogates".

The experts predict Mr Dukakis will try to sharpen the class-war tone of his attacks on the Reagan Administration's economic record, hammering his "richer and richer and the poor are poorer" theme.

The reappearance of Mr Sasso, described as "the chairman of sleaze" this week by *The Boston Herald*, is expected to herald a no-holds-barred campaign focusing on personalities and emotion-laden but superficial issues like the pledge.

But just as the pendulum is swinging firmly in the Bush direction, voices of caution are being heard. The veterans on the Bush staff are said to be concerned over the risks that their down-and-dirty campaigning could trigger a backlash.

Wives fight a diary duel for big day

From Our Own Correspondent
New York

If Mr Michael Dukakis is being coached to show more of his emotions, he could take some lessons from his wife, Kitty. Tears and worries featured large in the first instalment of a weekly diary that is being published by *USA Today* along with a similar effort by Mrs Barbara Bush.

The would-be First Lady talks of her travels on the campaign road and a visit to San Francisco that moved her. "So young, so alone. It breaks my heart," she says of one Aids victim. "Tears came to my eyes. I can't wait to share with Michael and an especially proud of his leadership in Massachusetts to fight Aids." Even on the gruelling campaign trail, Mrs Dukakis cannot sleep because of worry over her daughter Andrea, aged 20, who has "flu".

The grandmotherly Mrs Bush, more of a loyal campaign soldier, says in her log for the week that she is getting advice about her looks from across the country. "Among my favourites: the lady who wrote and wanted to take me to weight watchers with her. Another lady wrote to say that maybe the reason my wrinkles had shown up so prominently on TV during the convention was that I had slept on the pillow wrong."

Mrs Bush has less to worry about than Mrs Dukakis, now that her man is ahead, at least according to the polls. "The press says George is different. I say he really isn't different. It's people's perception of him that has changed."

Mrs Dukakis, who spent some time revealing the secrets of her bedroom in a similar diary published during the Atlanta convention, spent more time in the new weekly version complaining about how little sleep she got. A typical night for her, it seems, is last Wednesday in Los Angeles. "Returned to hotel with Michael at 3am... A two-mile walk at 6:30am before leaving for Washington State."

Mrs Dukakis makes no mention of the slump in morale in the Dukakis camp since the governor felt from his front-runner position to the role of underdog.

Villagers fall victim of intestinal disease as search goes on for dry housing and international aid

Bangladesh floods toll hits 850 in health alert

From Ahmed Fazl, Dhaka

The death toll in the massive Bangladesh floods rose rapidly to 850 yesterday as scores of people in isolated villages fell victim to intestinal diseases, health officials and relief agencies said.

Water in the main rivers, the Brahmaputra, the Ganges and the Meghna, showed signs of a slight fall, but the millions of people stranded for days by the disaster found little solace.

Mr Mahbubur Rahman, the Information Minister, said that conditions remained critical as the fall in river levels in northern and central Bangladesh was matched by further rains in southern districts.

The Ganges fell by 4ins in 24 hours but was still flowing in most places at 3ft 4ins above the danger level, while the Brahmaputra and Meghna rivers went down by an average of 2ins.

But their tributaries became swollen, submerging the southern districts of Bagerhat, Madaripur and Pirojpur, and

sending 200,000 more refugees to flood shelters.

The rains pounding the capital, Dhaka, late on Monday night submerged more residential areas and worsened conditions for hundreds of thousands of refugees in relief camps.

A relief official said: "There is an acute shortage of drinking water in the camps. Unless the flood recedes quickly and the water supply is restored, hundreds will die of intestinal diseases."

The rain was a blessing of sorts, as many people living on the roofs of inundated houses collected the monsoon downpour in pots.

At least 75 people died of diarrhoea overnight as health officials admitted that more than 100,000 people had been affected by intestinal disorders.

"We have 4,700 medical teams working in the affected parts, but with drinking water becoming scarce, the situation is becoming graver every



Bangladeshi flood victims crossing a railway bridge over the Turag river in Tongi near Dhaka yesterday in search of new homes. The bridge almost gave way. Water in the main rivers fell yesterday, but Mr Mahbubur Rahman, the Information Minister, said the situation was critical in southern districts.

day," a Health Ministry official said.

Dhaka remained cut off for a third day as engineers failed to repair a railway bridge washed away by the Turag river on Sunday.

Civil aviation authorities worked overnight to pump water from the airport runway, but a fresh surge from the Sitakhyia river halted their efforts to resume international flights which had been suspended for a week.

Press reports said that more than 200 people had died in

Dharmra, a town 35 miles west of Dhaka, at the weekend, when the roof of an old building in which they took shelter collapsed.

Officials in the capital could not confirm the incident as telephone lines were not restored to the marooned town.

Extra police were called out in the capital and its suburbs to protect citizens from scores of river pirates.

The criminals have scoured the submerged residential districts in power-driven boats at night. About two-thirds of the

city were still under water. Police and auxiliary forces increased their vigil yesterday after press reports said that at least 20 houses were attacked and several women raped during power cuts.

In many parts of the city, residents formed civil defence groups to protect their property from the pirates.

Mr A. R. Khandakar, the chief of police, said: "We have deployed half the city's police to fight the pirates, but we are greatly handicapped because of a shortage of speedboats. In

some places my men are wading knee-deep in water."

Relief timetable: The Information Minister said that relief distribution would improve when four helicopters promised by Saudi Arabia and two from Iraq arrived. Kuwait and Saudi Arabia say they will start sending relief supplies as soon as Dhaka airport reopens (Reuters reports).

Bangladesh has also received pledges of nearly \$15 million (£8.9 million) in immediate aid from Japan, Pakistan, Britain, the US, Australia

and Canada following an appeal by President Ershad.

LONDON: The High Commissioner for Bangladesh to the United Kingdom has made a fervent appeal to all quarters for help for the flood-stricken people of Bangladesh.

Donations to the President's relief fund can be made through: National Westminster Bank — Bangladesh President's Relief Fund, account number 01-00254142; or Sonali Bank — President's Relief and Welfare Fund, account number 53754.

WORLD ROUNDUP

Crucial talks on Angola-Namibia

Johannesburg — Angola, Cuba and South Africa, with the United States acting as mediator, resume crucial talks today in Brazzaville, capital of the Congo, which could make or break the proposed peace settlement in south-western Africa (Our Southern African Correspondent writes).

Overshadowing the meeting are South African claims of a fresh build-up of Cuban troops in Angola, to a level of 60,000 men, from the previous estimate of 50,000.

The main issue at this week's round of talks, the seventh in a series which began in London, is the search for agreement on a timetable for the withdrawal of the Cubans. The original target date for agreement was September 1. Without such an agreement, Pretoria says it will not proceed to the next stage of the peace plan, which provides for South African-ruled Namibia's transition to independence.

LONDON: Six members of the outlawed African National Congress gave evidence here yesterday to South African lawyers who were sent by a Pretoria court hearing the case of three of their colleagues on trial for attempted murder, treason and terrorism (Nicholas Beeston writes).

An ANC spokesman said members agreed to co-operate with the South African legal system, though facing almost certain arrest if they return, to help defend their colleagues.

Attack on Churbanov

Moscow — *Pravda* yesterday described the late President Brezhnev's son-in-law, Mr Yuri Churbanov, and eight Soviet police officers who are on trial here for corruption, as people who enjoyed "grabbing as much wealth as possible" and humiliating subordinates (A Correspondent writes). On the second day of proceedings one defendant, Mr Khushvan Norbutayev, a former police chief in Uzbekistan, failed to appear after a heart attack. Mr Churbanov, who married Brezhnev's daughter, Galina, in 1971, has been accused of taking more than £650,000 in bribes.

China cuts child veto

Peking (Reuters) — China's peasants are allowed to have more than one child if the first is a daughter under a policy intended in part to stop the killing of baby girls. Mr Peng Peiyun, the Family Planning Minister, said yesterday. "Abandonment and drowning of baby girls has not completely disappeared in China," he said. "In the countryside, peasants always want a boy. If they have got a daughter but still have a chance to have another baby, this helps stop them abandoning baby girls." China's population is 1.08 billion; about 22 million children were born last year.

Tunisia's 'new page'

Tunis (Reuters) — President Zine ben Ali of Tunisia, addressing opposition leaders at the start of unprecedented consultations on a Tunisian "National Pact", said yesterday he wanted to open a new page of pluralism and democracy. President Ben Ali, who removed the ageing President Habib Bourguiba from power in November last year, said: "We meet today to open... a new page in relations between the various parties, trends and spiritual families." The meeting brought together representatives of groups ranging from communists to Islamic fundamentalists.

Accused spy facing life

Brussels — Colonel Guy Binet, aged 54, a Belgian Air Force officer, arrested on Friday suspected of selling national and Nato secrets to an unnamed Warsaw Pact country for "millions of francs", faces life imprisonment for high treason. He is thought to have been supplying sensitive information to the Soviet Union for more than two years. He was responsible for purchases of equipment for the US F16 fighter-bombers (Michael Dwyer writes). The authorities have described the incident as the most serious breach of security in Belgium's post-war history.

Warsaw takes cooler line on Solidarity negotiation

From Richard Bassett, Warsaw

The Polish Government wants its "round-table" talks with members of the opposition to start as soon as possible, the Government press spokesman, Mr Jerzy Urban, said here yesterday.

But Mr Urban, who has recently been more forthcoming, was presenting a more inscrutable and defensive facade at his weekly press briefing. He denied that the Government was delaying the talks, which are to involve members of Solidarity, including the union's leader, Mr Lech Walesa.

Mr Urban was nevertheless unable to explain why the talks, which the Government said last week would begin as soon as strikes ended, had still not done so more than three days after the last strikers went back to work.

Strikes which had lasted two weeks in Gdansk, the north-western harbour town of Szczecin and in the Silesian coalfields, ended last week when Mr Walesa persuaded workers that dialogue with the authorities would yield con-

crete results, including the legalization of Solidarity, banned since 1981.

Mr Urban could not give a timetable for the talks yesterday, but hoped they would begin "sometime this month". Somewhat dauntingly, he suggested that they could involve "more than several dozen participants", an unwieldy number which many Solidarity activists believe will impede progress.

Mr Urban was somewhat equivocal on the status to be accorded Mr Walesa at the talks. "We consider Mr Walesa a private person, but he expressed points of view which are shared by others here, and in the West," he said frostily, adding: "The West should not be surprised that we are including Mr Walesa in round-table discussions. After all, they have been advocating for years that his presence would bring about a magical change in Poland's fortunes. Well, we will see if this magic occurs."

More ominously, Mr Urban dwelt on the cost to the nation of last month's stoppages, which he put at 10.4 billion zloties (about £13 million). As a result, Poland would find it difficult to meet its obligations to creditors.

Mr Urban, in response to an interview given by Mr Walesa late on Monday night claiming that strikes would begin again in October if there were no progress in the talks, said that such an event would mean the immediate end of discussions.

Mr Walesa has warned that without the legalization of Solidarity, industrial unrest must begin again. Unfortunately, while the Government is reconciled to talking to the Solidarity leader, it seems increasingly reluctant to rehabilitate Solidarity in the form the union wants.

Mr Urban's coolness yesterday suggested that the Government's dwindling enthusiasm for talks may be the result of thinly veiled warnings in the official Soviet press at the weekend that the situation in Poland must not be allowed to get out of hand.

President Khamenei of Iran yesterday rejected a letter of resignation submitted by Mr Mir Hossein Mousavi, the Prime Minister, who had cited a lack of parliamentary support for his Cabinet.

Details of what triggered the attempt to resign have not emerged from Iran, but it is widely believed it could be the first public signal of the growing divisions within the Iranian regime following Tehran's decision six weeks ago to end the Gulf War.

Mr Mousavi said in a letter published on Monday in the newspaper, *Jumhuri Eslami*, that he decided to step down because he believed that the Majlis, the Iranian Parliament, would refuse to endorse eight of his 21-member Cabinet.

The Majlis, which was due to begin discussing the Cabinet ahead of a vote of confidence, was adjourned until next week and Mr Mousavi said that he and his ministers would remain at their posts until a new team was appointed. It is not clear

Mousavi's attempt to quit signals widening rift in Iran

By Nicholas Beeston and Hahzir Teimourian

whether President Khamenei's rejection of his resignation will have any effect on his decision to leave his post. However, it is unlikely that the President would have made the official rejection without the blessing of Ayatollah Khomeini.

Observers yesterday interpreted Mr Mousavi's move, after seven years in office, as an attempt to avoid taking the blame for Iran's economic problems, which have now become the focus of domestic attention since the ceasefire.

Mr Mousavi, an architect by training, is the leading figure in the radical faction of the Iranian regime, which believes in a centrally controlled economy with little room for foreign or private initiative.

The radicals increased their majority in the Majlis in elections earlier this year promising increased nationalization of the economy. Their programme of reform appeared to have received the backing of Ayatollah Khomeini at the time and came as

a severe setback for the mercantile *bazari* class, whose main political ally is the conservative President, a fierce personal rival of Mr Mousavi.

Last week, Mr Mousavi told Iranian television that the new policies should "build on the achievements of the war-time policies," indicating that his Government was not willing to abandon its tight hold on the economy.

However, Ayatollah Khomeini, in a short speech a few days earlier, appeared to have withdrawn his support for the radical economic policies and to have come out much more strongly in favour of the private sector.

Analysts believe Mr Mousavi tendered his resignation to avoid taking responsibility for an economic policy fraught with problems. They argue that he could resign and still retain much of his popularity and political influence outside government. Indeed, he may be using his resignation as a springboard to contest the presidency next year.

Mr Mesut Yilmaz, the Turkish Foreign Minister, repeated yesterday that Ankara was averse to the extension of the protocol, which expires next month. He also denied press reports of the detention and subsequent repatriation of a 30-strong Iraqi unit pursuing the refugees on Turkish soil, and that Iraq had requested permission to carry out such action.

He confirmed, however, that shells were falling on the border, and sometimes inside Turkish territory although, he said, they had caused no casualties.

Mr Yilmaz put the exact number of refugees at 56,377, saying the 62,937 he had cited on Monday had been enlarged by a repetitive count.

Kurds suspicious of amnesty offer by Baghdad

By Hahzir Teimourian
in London and
Rasit Gurdilek in Ankara

Baghdad yesterday announced an amnesty for Iraqi Kurds who have taken part in rebellions against the state, including tens of thousands of refugees who have fled into Turkey to escape a military offensive.

The announcement, made on Baghdad television by the Revolutionary Command Council, appealed to Iraqi Kurds to return home within 30 days and added that all Kurdish political detainees would be released.

"The Revolutionary Command Council has decided a general and comprehensive amnesty for all Iraqi Kurds... for any act punishable by the law which occurred before the date of this decree," the ruling said.

The decree excludes Mr Jalal Talabani, the leader of the Patriotic Union of Kurdistan, one of the two main Kurdish guerrilla armies. It accuses him of having broken previous agreements.

Mr Talabani is in Damas-

cus. His link with the Syrian Government was said last night to be the real reason for his exclusion.

But few Kurds were expected to take advantage of the amnesty. Previous amnesties have often proved little more than banishment to camps in the southern Arab region of Iraq from which few have returned. A Kurdish spokesman dismissed the decree as "a propaganda ploy".

The other main Kurdish leader, Mr Mansur Barzani of the Kurdistan Democratic Party, appealed to the United Nations Security Council yesterday to take action against Iraq for using chemical weapons. Mr Barzani said that the Kurds were "being decimated".

Mr Barzani and his guerrillas are reported by the Turkish press to have been encircled by the Iraqi Army and have been making a desperate attempt to stem the Iraqi advance. He has said that he has no intention of seeking asylum.

Although Ankara at first delayed "settling" the Kurdish refugees in camp sites, where

fewer than 1,000 tents have been erected so far, the refugees themselves are hoping for an extended, if not permanent, stay.

Even before the declaration of the amnesty, a *pekmeger* commander was quoted as saying that such a move by Baghdad was anticipated as a way of getting its enemies back inside the country to deal with them.

Others were reported to have been less pronounced in their opposition to returning to their mountainous homeland, although most would appear to prefer "to wait for four or five

Iraq called to account

Dr Muhammad al-Mashhad, the Iraqi Ambassador in London, was summoned to see the Assistant Under-Secretary of State for the Middle East, Mr Alan Munro, at the Foreign Office yesterday, and was asked to account for Iraqi military actions against the country's Kurdish minority and, in particular, allegations that Iraq continues to use chemical weapons against them (Nicholas Beeston writes).

"Our Ambassador in Ankara is in close touch with the Turkish authorities, who are keeping him abreast of events," a Foreign Office spokesman said. He added that Britain was also keeping in close touch with refugee and aid groups about humanitarian assistance for the estimated 100,000 Iraqi Kurds who have fled to Turkey and Iran.

months and see what happens". In spite of the refugee problem, Turkey and Iraq took the first steps yesterday towards repairing relations affected by the cross-border flight. As Mr Ahmet Kartcibe Altinmecn, the Turkish Finance Minister, left for Baghdad for talks on a Turkish contribution to Iraq's post-war reconstruction, Mr Tariq Abduljabbar Jawad, the Iraqi Ambassador in Ankara, claimed at a news conference that there was no friction between Iraq and Turkey over the Kurds, and that in fact

relations had improved since the Gulf War ceasefire. The ambassador said the Kurds *pekmeger* had not laid down their arms, forcing the Iraqi Army to confront them. He accused them of sheltering behind the women and children "whom they knew the Iraqi Army would never touch" and denied the use of chemical weapons.

He said Baghdad neither sought the extradition of the *pekmeger*, nor had it requested permission to pursue them into Turkey, adding: "We do not care where they go, so long as they do not take up arms against Iraq."

Mr Altinmecn said before flying to Baghdad that the border situation and the plight of the Kurds were not on his agenda.

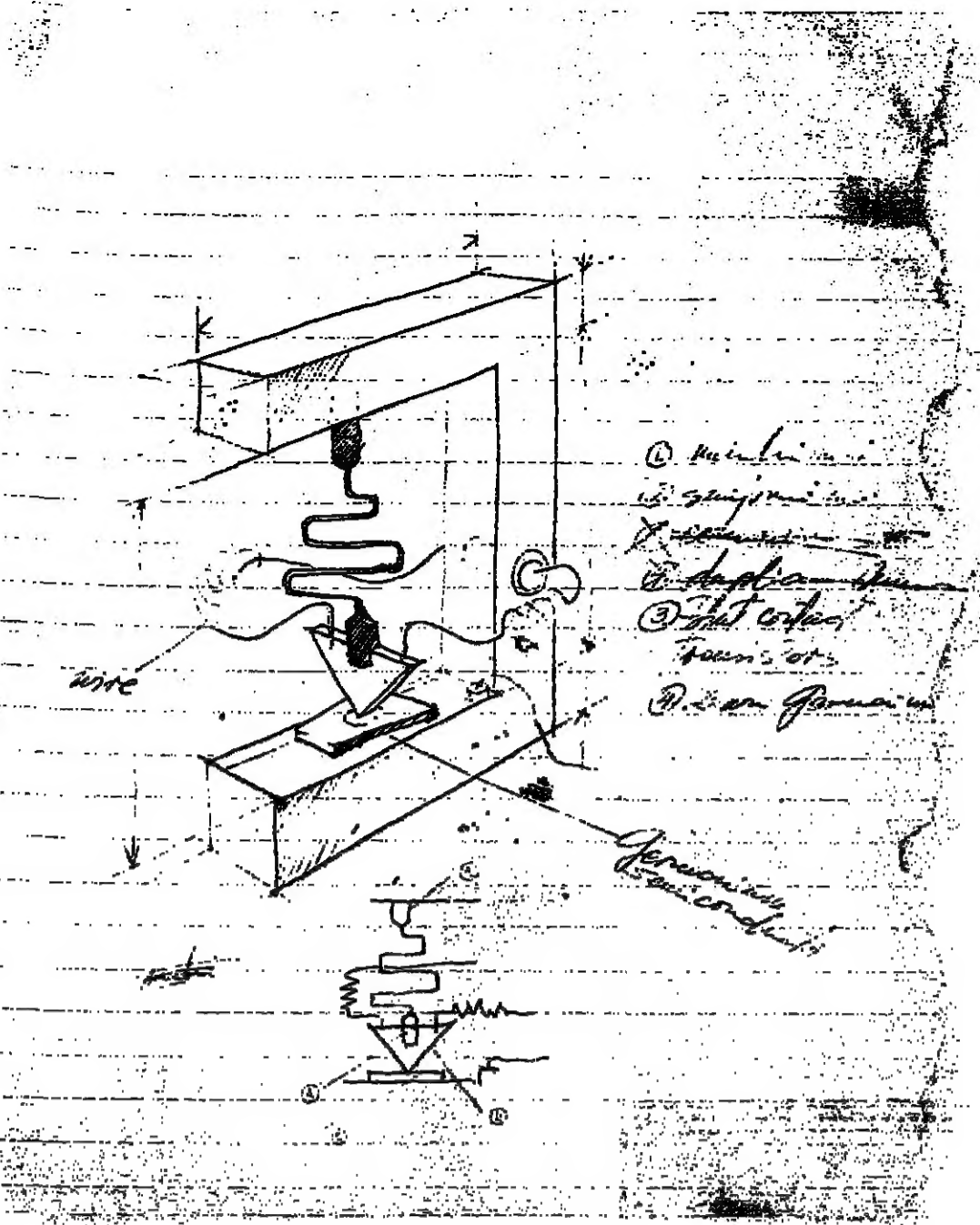
Mr Turgut Ozal, the Turkish Prime Minister, issued a statement earlier denying that Ankara's ties with Iraq had worsened, pointedly recalling, "Turkey's provision of a secure pipeline outlet for Iraqi oil exports throughout the war".

Despite the care being taken to keep a promising construc-

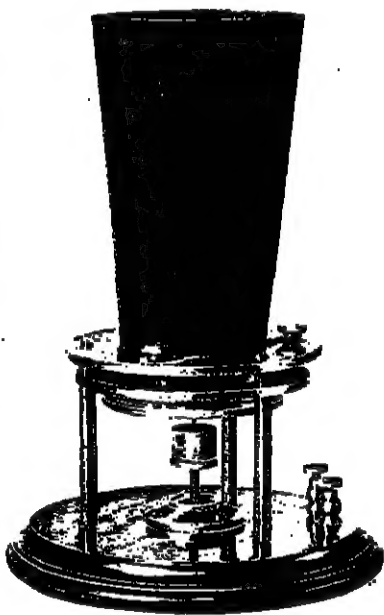
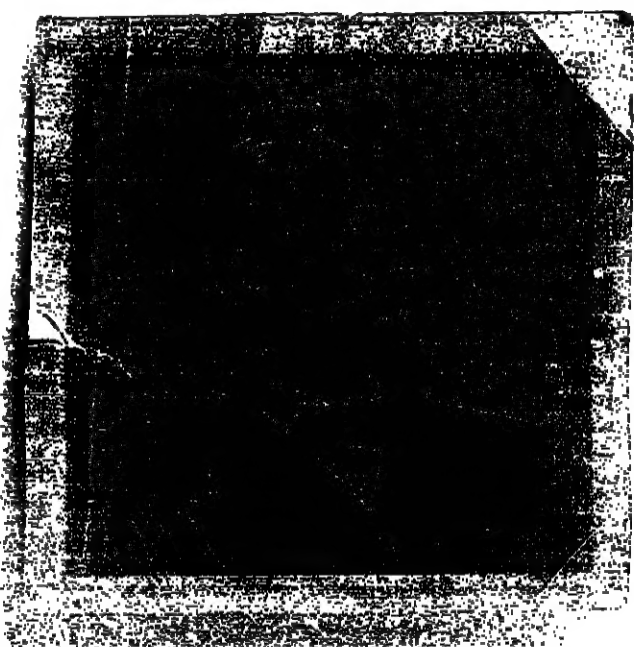


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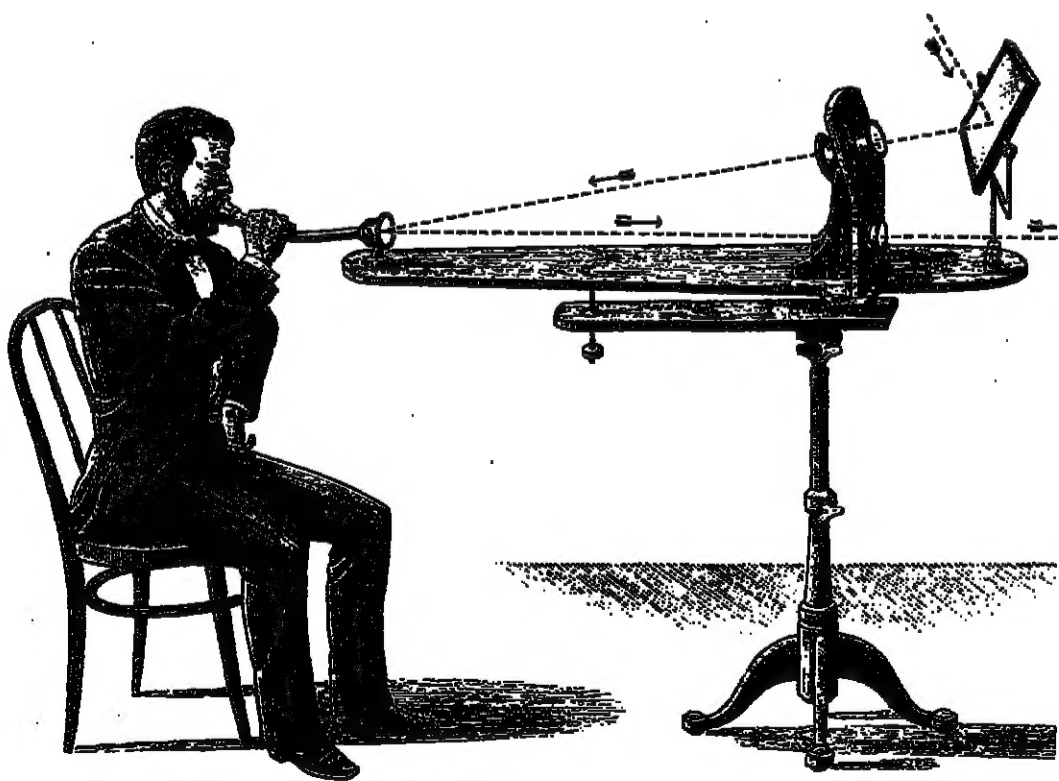
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THE DISCOVERY OF THE TRANSISTOR EFFECT AT AT&T BELL LABORATORIES IN 1947 CHANGED THE COURSE OF HISTORY. SUDDENLY MINIATURISATION WAS POSSIBLE AND THE AGE OF ELECTRONICS HAD BEGUN. IN THIS FIRST TRANSISTOR THE CONTACTS WERE MADE OF GOLD AND THE SEMICONDUCTOR WAS GERMANIUM.



MARCH 10TH, 1876. ALEXANDER GRAHAM BELL UTTERS THE FIRST ARTICULATE SENTENCE EVER TRANSMITTED OVER HIS NEW INVENTION, THE LIQUID PHONE. "MR. WATSON, COME HERE. I WANT YOU." AND THUS THE FIRST AT&T PATENT IS EARNED.



THE PRECURSOR OF FIBRE OPTICS FIRST SAW THE LIGHT IN 1880 WHEN ALEXANDER GRAHAM BELL WROTE OF HIS EXPERIMENTS WITH THE "PHOTOPHONE": "I HAVE HEARD A RAY OF THE SUN LAUGH, COUGH AND SING."



SCIENTISTS AT AT&T BELL LABORATORIES INVENTED THE FIRST ELECTRICAL DIGITAL COMPUTER IN 1939. ALMOST 50 YEARS LATER, THE 6386 MICROCOMPUTER IS ABLE TO SUPPORT AS MANY AS 32 USERS SIMULTANEOUSLY A CONTEMPORARY COMPUTER INDUSTRY BREAKTHROUGH.

"Mr. Watson, come here," were the words that announced the invention of the telephone way back in 1876.

Unknowningly, they were also the words that announced the birth of an organisation that would ultimately be known as AT&T.

A few years and thousands of telephone poles later, the people of Los Angeles were able to talk directly to the people of Boston. The nascent AT&T was on the move.

In April 1927, a handful of New Yorkers glimpsed the future. AT&T Bell Laboratories, now the inheritors of Alexander Graham Bell's inventor's mantle, had developed a way to carry the first television image over telephone lines.

Then, a few years later, in 1939, the world's first electrical digital computer emerged from the same laboratory.

1947 saw a major breakthrough with three of our scientists inventing the transistor.

At the same time of course, they had no idea that this was the beginning of the microelectronics revolution. Each was later awarded the Nobel Prize.

In 1956, AT&T and its partners laid the first transatlantic telephone cable, and the world suddenly seemed a lot smaller.

The world's first satellite TV transmission was made possible in 1962 thanks to AT&T's Telstar satellite. And one of the first stations to receive Telstar's messages was built at Goonhilly that same year.

The UNIX® operating system was

developed by AT&T in 1969 and has subsequently become an international computer operating standard.

The story continues in a similar vein until today. In fact, AT&T have earned a patent every working day for more than 60 years, most of which have contributed to improving the world's communication.

Communication is the heart of AT&T's business. And technology is our lifeblood. We see our job as connecting people to people, machines to machines, systems to systems, unhindered by geographic and technical barriers.

Today, AT&T has co-operative ventures with over 100 nations. We've been working with British Telecom, and its predecessors, for over 60 years.

Right now, the new transatlantic fibre optics cable is nearing completion, a result of an even stronger partnership between AT&T and the U.K.

We're providing jobs at our switch development and transmission manufacturing plant in Malmesbury and our microelectronics design centre at Bracknell.

We intend to invest more in Britain, to serve our customers better.

If you'd like to know more about AT&T in Britain, please write to AT&T, Information Office, Norfolk House, 31 St. James's Square, London SW1 4JR.



We invented the phone back in 1876, and we've been ringing the patent office ever since.

Opposition fears lawlessness will lead to army move against uprising

Vigilantes lynch Rangoon looters

From Neil Kelly
Bangkok

Scores of people were hanged from trees and lamp posts, hanged to death and burnt alive in Rangoon on Monday and early yesterday, in one of the most savage incidents since the uprising against the Government in Burma began a month ago, according to diplomats in the Burmese capital.

"This was an ominous warning that public order is really breaking down," a senior Western diplomat said.

The death toll is not yet clear but reliable sources said that 50 people were known to have been killed, although as many as 200 might have died in the incident in a working-class suburb of Rangoon.

It began after 80 young men broke into a biscuit factory in South Okkalapa and began looting. A vigilante committee of 15 monks, students and other volunteers who had taken over the local police station from the regular force which had defected, rushed to the factory to restore order.

The looters captured them and held them inside the factory. Reinforcements sent to rescue them found eight of the vigilantes dead and the others injured. One of those killed was the deputy abbot of a nearby monastery.

Hundreds of local people who had gathered outside the

factory stormed the building and fought a fierce battle with the looters. Residents living nearby said people on both sides were literally backed to death with axes, knives or killed by sharp steel spikes fired from catapults. Some of the victims were beheaded.

The looters — many of whom were local hooligans recently released from jails — refused to say who had sent them to provoke trouble. More than 10,000 prisoners have been released from jails recently in what may be a government attempt to cause chaos and discredit the anti-government groups.

Some of the gang captured

in the factory had newly printed banknotes in their possession. One man confessed that he had been paid 5,000 kyats (about £70) to go to the factory. Another said that he had been paid to create mayhem.

Some of the captured troublemakers, who refused to speak, were tortured and hair was pulled from their heads, according to local witnesses. Others were hanged from trees and posts or burnt to death.

When the local people discovered that the looters lived in a nearby quarter, Ward 13, occupied mainly by former military personnel, they rushed there and set fire

to houses. Casualties are not known yet but it is believed that many householders were burnt to death.

A Western diplomat said last night that he had hoped the factory incident would be an isolated one but there had been more looting in riverside districts during daylight hours yesterday. He feared that the situation would get worse as rice had now become scarce in the capital.

Opposition leaders, who have given the Government until tonight to resign, fear that lawlessness and violence will play into the hands of the Government by providing it with an excuse to call in the

Army to put down the uprising.

They have told their supporters to avoid confrontation with the Army, to vacate offices of the ruling Burmese Socialist Programme Party which they had occupied, and not to try to seize control of the state radio which is heavily guarded by soldiers.

The streets of Rangoon are filled with posters and banners proclaiming "Wednesday 8 pm" as the Government's deadline to resign, but the regime has not responded to the ultimatum.

There has been no word from any of the top men since last Thursday, when President Maung Maung said that there would be no concessions to the dissidents.

In most respects the Government has ceased to function as more public servants leave their posts everyday. More than 200 Foreign Ministry employees resigned yesterday. Some of them were seen burning their party cards. Huge numbers of party members have returned or destroyed their membership cards in the past week.

The Army, which has been largely invisible since martial law was lifted two weeks ago, has been preparing for trouble over the next few days by building new defensive positions and digging slit trenches on city thoroughfares.

Old comrades turn on Ne Win

Rangoon (Renter) — Military heroes of Burma's independence struggle, linked to the former President, General Ne Win, by a 47-year blood oath, yesterday publicly abandoned him to side with an uprising against the system which he created.

Bo Ye Htut and eight other survivors of the "30 Comrades", who founded the Burmese Army and wrested independence from Britain, called on soldiers to back the uprising.

"This is very significant in determining military support," said U Win Htun, an aide to the opposition leader General Tin U, who joined the veterans at a rally of 3,000 people at a Buddhist pagoda here.

General Ne Win and the 30 Comrades were led by Aung San, the venerated hero of resistance against British colonial rule. Military loyalty, focused on General Ne Win, has

been crucial to the survival of the ruling Burma Socialist Programme Party, which took power after a 1962 coup.

Opposition leaders and Western diplomats said yesterday that the Army was wavering. U Win Htun said that he knew 17 officers from the 77th Light Infantry Division who had deserted.

General Ne Win, despite his resignation of the party's chairmanship in July after months of bloody protest, is widely believed to remain its real head. The repudiation of his "Burmese Road to Socialism" came from comrades-in-arms who drank blood with him in 1941 to seal an oath to "Always unite, whatever the cause".

A proclamation was issued on Monday in the name of men of the elite 502 Air Force Group endorsing opposition calls for an interim government to supervise free elections.

Hospital strike hits Manila



A mother, with her sick baby on a drip, talking to hospital staff yesterday after being forced to leave the private University of Santo Tomas Hospital in Manila, where workers went on strike for higher wages. She later took her child to a state hospital unaffected by the action.

Letter from Valletta

Faded memories of heroic island

It was 1948, six years after the peak months of the onslaught by the Luftwaffe and Mussolini's Regia Aeronautica. The word Malta was synonymous with heroism in the face of impossible odds. The Allies' unsinkable aircraft carrier had more than earned the George Cross awarded by King George VI.

A small boy and his grandmother arriving from Nice stepped out of an unpresurized propeller-driven plane into the warm night air. The dim headlights of the airport bus picked out vast piles of rubble on the short journey into Valletta. The Phoenix Hotel, built before the Second World War but only just opened, seemed strangely out of place amid the ruins of a once-opulent city. Malta had paid a colossal price for its loyalty to Britain.

A return visit to Malta 40 years later left mixed impressions. Although the city has been partly restored, it has yet to regain the magnificence left by the Order of St John, which built it in the 16th, 17th and 18th centuries. In the 1830s, Disraeli described the Strada Reale (now Republic Street) as "nearly as good as Regent Street".

No one would make that comparison now. The ruins of its finest building, the Opera House, built in 1866 and designed by the same architect as Covent Garden Theatre, remains an ugly gash used as a car park.

An Italian architect has been engaged to replace it, a reminder of decades of pre-war rivalry between the British and the Italians for the affection of the Maltese. Mussolini, determined that an island only 60 miles from Sicily should form part of his empire, tried to convince his countrymen that the Maltese language was an Italian dialect. The first air raid warnings sounded in Valletta only hours after his declaration of war in June, 1940.

It was no great surprise to find that the Italians had achieved more in peace than in war. Although almost half a million Britons will visit Malta this year, more Italian than English voices are now heard in the tourist areas. British companies competing for business complain of cut-

throat Italian competition. Government officials handling huge contracts for a new power station and telephone system hint that Whitehall will have to do better if it wants to match terms offered by Rome.

For a Briton born in the last years of the Empire and brought up to believe that colonialism was a mistake, Malta strikes some odd chords. The transition to independence in 1964 was not unduly painful, but the political aftermath has been damaging to both countries. One might have supposed that an island which asked to become part of the Empire, and was at first refused, would have quickly settled into a cordial relationship after independence. But even now the sterile arguments left over from Mr Dom Mintoff's era of leadership still cloud the air.

There are now no Libyan naval vessels under construction in Malta, probably thanks to the pro-Western views of the Nationalists, who won office last year. But the Soviet Union still has access to repair facilities and Nato vessels still generally stay away. It seems a far cry from the pre-war era, when the British Mediterranean Fleet based in Malta was the greatest single naval force then in existence, according to the memoirs of Sir Harry Luke, a former Lieutenant-Governor.

No British warship called at the island for seven years after the British base closed in 1979. Since then there have been three goodwill visits, but when the Ark Royal and the Edinburgh called in June their entrance to Grand Harbour was blocked by a hijacked tanker placed in position by objectors to the visit. The demonstrations, organized by the socialist opposition, stemmed from fears that the ships might be carrying nuclear weapons, but may have revealed a deeper antipathy.

Overall, my return to Malta left a feeling of sadness that the desired transition to independence had been so costly in terms of both warmth and trust.

Andrew McEwen

China introduces state secrets law

From Catherine Sampson, Peking

China, in its first official secrets legislation, has formally introduced execution or life imprisonment as punishments in "serious" cases of providing state information to foreign groups or individuals.

The penalties under Peking's new law, passed by the National People's Congress standing committee at its closing session on Monday, also include a minimum penalty of 10 years' jail, or five years in "relatively minor" instances.

The regulations, which will come into effect next May, define state secrets to include important decisions on national, economic and diplomatic affairs and the activities of the armed forces. They also promise unspecified rewards for those who help safeguard state security.

Violations of state security have not gone unnoticed or unpunished in the past 37

years, but have been dealt with in appropriately secret ways, including the almost instant deportation of foreigners.

The approval of the state secrets regulations is in keeping with the general trend towards creating a legal system for China after the chaos of the Cultural Revolution. Since 1982, the emphasis has been on drawing up regulations to cover every aspect of life in China.

The standing committee also approved, with some reservations, the International Convention against Torture and other Cruel, Inhuman or Degrading Treatment. Amnesty International says that the torture of prisoners is widespread in the country.

As part of a modernization programme, the committee also approved regulations on promotion and training of army officers.



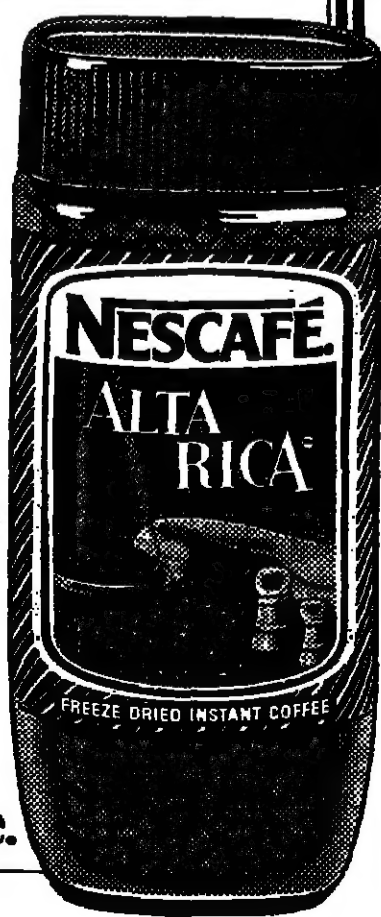
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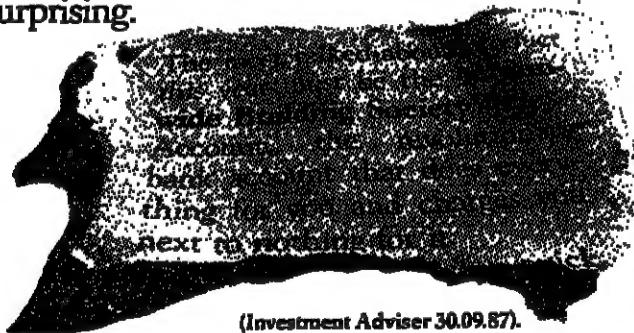
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(Investment Adviser 30.09.87).

Until you look at the product in question. Nationwide Anglia's FlexAccount represents the most radical re-think since the concept of the current account was invented.

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Namely, that the money FlexAccount customers pay into their account is theirs, not ours. Common sense, isn't it?

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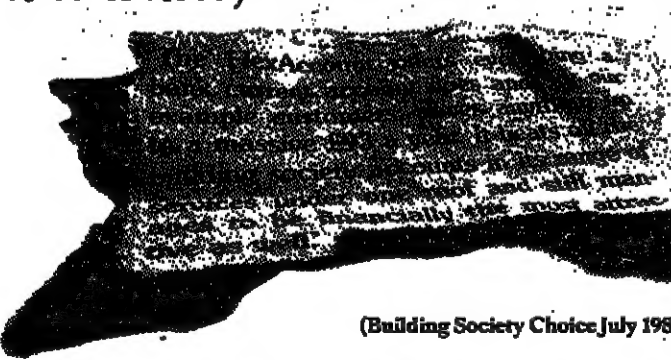
Well, for a start FlexAccount pays you interest all the time your account is in credit. Meaning that the very act of using it will make your money grow.

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(Both the higher interest rates are paid on the whole balance, not just the amount over £100 or £500.)



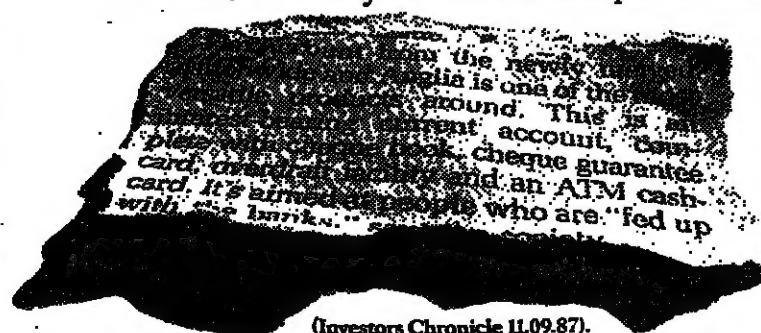
(Building Society Choice July 1987).

It's calculated on a daily basis and credited to your account annually.

Having given you this extra money, we felt it would defeat the whole object if we then took it away again with transaction charges or fixed fees charged on some current accounts.

So when Investment Adviser magazine observed that FlexAccount 'does everything for you and charges you next to nothing for it,' they weren't exaggerating.

In fact, even if you write a cheque or use



(Investors Chronicle 11.09.87).

your cashcard while you're in the red, we won't charge you so much as a penny.

And if you need an overdraft, we'll discuss



(Sunday Telegraph 8.11.87).

with you how much you want to borrow and for how long you want it.

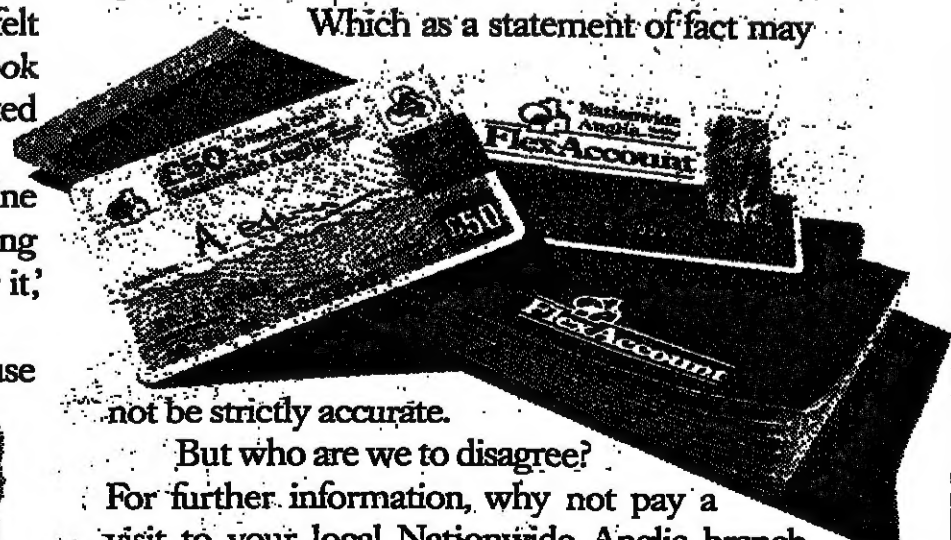
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No wonder, then, that Channel 4's "Money-spinner" programme, called FlexAccount 'too good to be true'.

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The death toll was expected to rise as rescue teams searched below the decks of the half-

A commission of inquiry has already been set up to investigate the cause of the explosion

Police also want to question the chemical engineer who signed the certificate saying the ship was free of gas.

Vienna (Reuter) - Mr Alexander Dubcek, the former Czechoslovak Communist Party leader, has been given an exit visa to let him visit Italy this year.

Colombo (Reuter) - At least five people were killed and about 40 hurt when a parcel bomb exploded in a restaurant here, minutes after a threat from Sri Lankan Marxist rebels.

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SPECTRUM

At destiny's door



THE REAL CHARLES

Part 3

How well is the Prince of Wales prepared for the throne? Alan Hamilton concludes his series with an examination of Charles, the king in waiting



A wealthy American attending a charity dinner at the White House gazed in fascination at the guests of honour, the Prince and Princess of Wales. He was dazzled by the glamour of the one, and struck by the way the other fiddled with his cufflinks and darted nervous glances around the room as though unsure whether he should be there at all. "His mother's got the throne and his wife's got the media," the American observed. "What's left for that poor guy?"

What is left for Charles Philip Arthur George, Prince of Wales, Earl of Chester, Duke of Cornwall, Duke of Rothesay, Earl of Carrick, Baron of Renfrew, Lord of the Isles and Prince and Great Steward of Scotland, is to be the 63rd monarch since the Saxon Egbert of Wessex defeated the Mercians on a Wiltshire hill in AD 825. The poor guy's problem is the waiting.

Yet he is in no hurry to claim his inheritance, for that would be tantamount to wishing his mother dead. Nor will he entertain any suggestion of her abdication, an option favoured by those who would like to see him king while he is still young (he will be 40 in November), energetic and attractive. Moreover, abdication is against all tradition, against the Queen's nature, and against her Coronation vows.

Even a ground swell of popular opinion calling for her retirement would be unlikely to change her mind. Charles certainly neither hopes nor expects to succeed to his destiny until he is into his sixties. His reign will be relatively brief and, all other things being equal, it is Prince William who is likely to occupy the throne for a substantial part of the 21st century.

Charles, at heart an out-and-out traditionalist, appears to be intent on educating William for this role much as he was educated himself. Even Gordonstoun cannot be ruled out for the boisterous William: Charles hated it at the time, but was thoroughly imbued with its Kurt Hahn philosophy.

Charles stayed at home when his parents were abroad. William travelled with his parents when, in 1983, the couple made their first major overseas tour together to Australia and New Zealand. That was a break with tradition, but in other areas his sons' upbringing seems to be following a more familiar path. Charles's first full day at school was traumatic; it coincided with the retirement of his nanny, Helen Lightbody, to whom he had grown greatly attached. Traumatic or not, it did not prevent him from visiting an almost identical set of circumstances on William, who, on return from his first day at Wetherby school in Nottingham, found that nanny Barbara Barnes had suddenly left his parents' employment.

When his children were

younger, Charles naturally wished to spend as much time as possible with them, a desire perhaps compounded by his frustration at being ignored while his wife stole the limelight. Now Press interest in the Princess of Wales has abated a little, but Charles sometimes appears still to be uneasy that he is nothing more than an irrelevant appendage to her glamour.

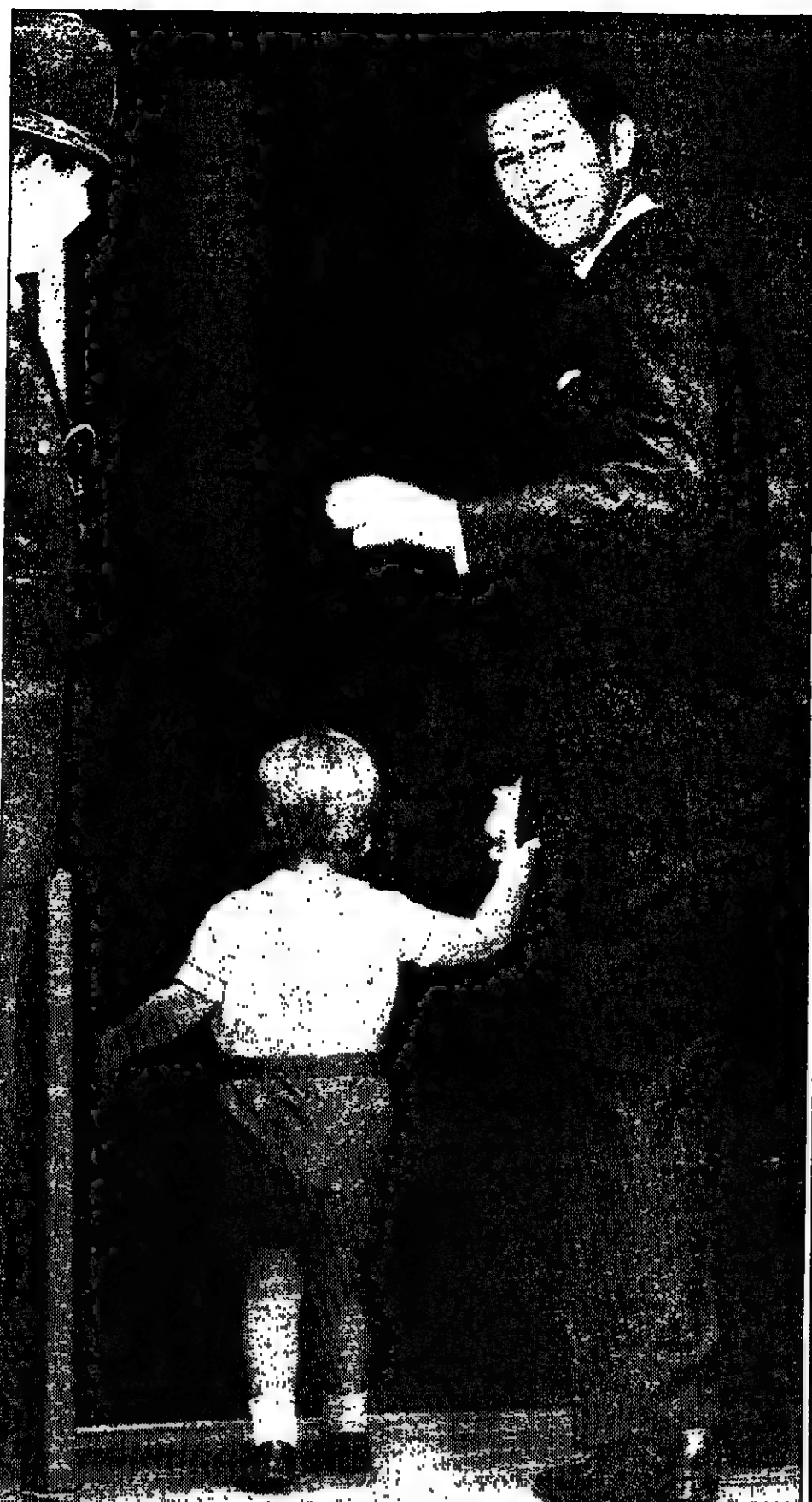
In 1987 he was very distressed when some newspapers noticed that he had spent upwards of a month at Balmoral without seeing either his wife or his children. Rumours of a failing marriage were fuelled but, as Charles has said, divorce is not an option open to him. Nor was it contemplated, and anyone who imagines that it was fails to understand the mores of the English aristocracy, who seem able to pursue separate lives whilst firmly married.

Diana's future role will consist partly of keeping her husband in touch with the world outside his own rarefied circle, and to keep him from too much introspection. On both counts, she has much to achieve.

Before Charles the only member of the Windsor dynasty to be trained for the crown from the day of his birth was the future Edward VIII, and the memory of his desertion still bears heavily on his successors. In the lives of the young Edward and the young Charles there are occasional parallels — both in their own way the darlings of their generation, and both exhibiting varying degrees of social concern. But there is little parallel in their characters.

Possibly one of the best qualifications that an heir to the throne can have is a degree of bone-headedness, which will allow an unquestioning acceptance of his lot, and enable the crown prince to enjoy a painless wait in the wings pursuing a life of hedonism mixed with sport that is the hallmark of the talented rich. Unfortunately for Charles, he has no such qualification.

He has been a pioneer, both conscious and unwilling, from the day of his birth. He married outside the circle of European royalty, he is a



Kings in the making: the Prince of Wales taking Prince William to see his new-born brother

pioneer in the sheer number of his future subjects he has met and, most significantly, he is a pioneer in being something of an aesthete and an intellectual, a self-doubting introvert, a lover of books, Italian opera, classical architecture and scholarship, in a family who have made a virtue of being middlebrow.

Intellect and sensitivity are not essential qualifications for the job, indeed they may even be a danger if they cause the king-in-waiting to question why he cannot choose his own life. The political far right may

see Charles as a danger, the far left may see him as a hope. In either case a questioning, insecure candidate could permit the destabilization and eventual demolition of the monarchy. But to entertain such thoughts is to ignore the obvious fact that Charles still prefers tradition to innovation. He accepts the inevitability of the throne, and has never said or done anything to suggest otherwise. He is intensely loyal to his mother and family. He is stubbornly conventional, even old-fashioned, in his dress in spite of the best efforts of his wife. His sense of humour is anachronistic, and his pronouncements on society are more a call for a return to old values than a search for new ones.

After more than a decade of full-blown public life, Charles's often fragile strands of thought now show some sign of a common thread. His thoughts have become more coherent, his researches more thorough, and he speaks with increasing confidence and conviction. On his favourite subject of architecture, for instance, he has become almost withering.

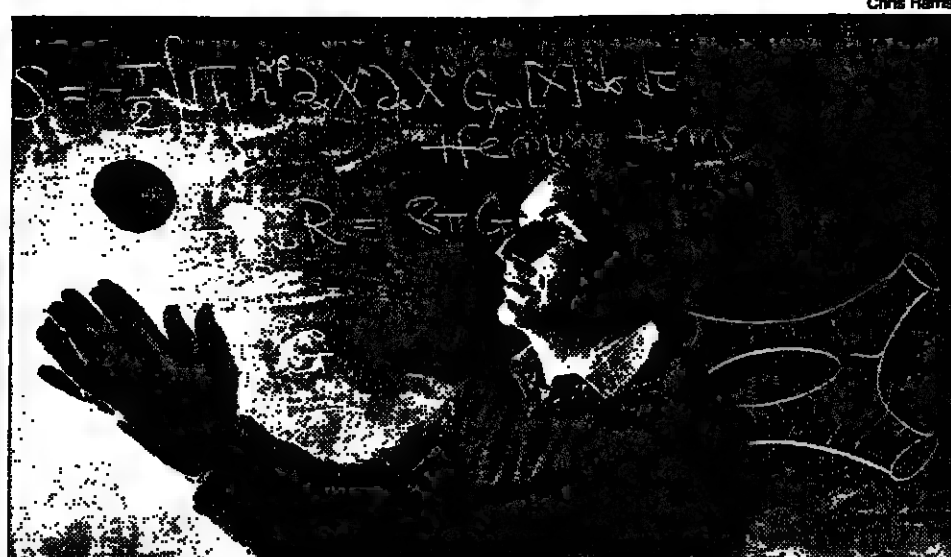
He perceives that, as heir to the throne, he carries no formal authority, and that anything he does is done as an individual. But at the same time he can have influence of a limited kind in changing people's attitudes and values.

This he attempts to do with increasing vigour. He is, for example, deeply concerned with the importance of the individual.

Charles is extremely modest about what he believes he can accomplish, but is still frustrated and occasionally angry that it is so little. He retains an endearing belief that his everyday purpose is to bang heads together. He becomes easily angered if thwarted — a streak, perhaps, of his father's well-known intolerance. For one born to take an overview, he can also at times be fussy and precise, a legacy of a family background in which everything was done correctly or not at all.

His greatest asset is his openness of mind, set in a foundation of belief in the institution he will eventually represent. He told the author Anthony Sampson, in *The Changing Anatomy of Britain*: "Something as curious as the monarchy won't survive unless you take account of people's attitudes. I think it can be a kind of elective institution. After all, if people don't want it, they won't have it."

© Times Newspapers Ltd 1988
Extracted from *The Real Charles* by Alan Hamilton, published by Collins on September 19 (£10.95).



Force to be reckoned with: Professor Michael Green tosses his theory into the public arena

Edging towards the universal solution

Everyone knows the story of how Isaac Newton came up with his law of gravity by watching an apple fall. But no one could have suspected how, three centuries later, so simple an observation could have led to one of the most profound and bizarre theories ever to appear in science.

It is called the "superstring theory". To some it is the ultimate theory in science, the end of a 50-year search for a single, unified theory that has the power to explain everything from the behaviour of subatomic particles to the creation of the universe.

Although it owes its origins to the work of many, the theory is most closely tied to the names of two physicists: John Schwarz, of the California Institute of Technology, and Michael Green, Professor of Physics at Queen Mary College, London.

In Oxford this afternoon, at the British Association's annual jamboree, Green will give, or at least attempt to give, a popular account of this new theory.

According to their "superstring theory" everything in the universe, all matter, gravity, even space itself, is a manifestation of events taking place on a scale so small that subatomic particles would have to be magnified to the size of galaxies to see what is happening.

Down at such unimaginably small levels, Green says, it makes no sense to talk of space and time. In the writhing chaos that reigns down there lurk the objects that give their theory its name: multi-dimensional "strings", the stitches that hold space and time together.

They are objects so strange that for years Green and Schwarz were virtually the only two physicists in the world who believed they could exist. But during the last three years more and more scientists have been forced to admit that such objects not only can exist, they also probably hold the key to the universe.

A physicist today describes a single theory to explain life, the universe and everything

For decades, scientists, including Einstein himself, have been searching for that key: a scientific theory which, in one set of mathematical graffiti, explains the behaviour of everything from the wobbles of an electron to the slow turning of a galaxy.

They think they know the basic ingredients, just four "fundamental forces", which govern every conceivable phenomenon in the universe. Two of these are familiar — gravity, and the electromagnetic force which enables a magnet to pick up a needle. The other two, the "weak and strong forces", are most significant within the atom.

But why should there be four forces? Physicists believe that nature is far more economical and originally created just one "superforce", of which the four we see are simply offspring. There was

'Multi-dimensional strings are the stitches that hold space and time together'

strong backing for this contention in the late Sixties when physicists showed that the weak and electromagnetic forces are, indeed, manifestations of a single "electroweak" force.

By the mid-1970s, scientists also had the bones of a theory which ties this "electroweak" force to the strong force. But until now, gravity has stubbornly refused to come into the fold.

The reason is that the best theory of gravity we have,

Einstein's General Theory of Relativity, explains forces in a completely different way to the theories describing the other three.

According to Einstein, the force of gravity is the result of objects curving the fabric of space and time around them, a bit like a cannonball curving a vast rubber sheet. But scientists understand the other forces as the result of subatomic particles leaping from one object to the other, and carrying the force with them.

Physicists were busily getting nowhere with gravity when Green went up to Churchill College, Cambridge, in the early 1960s to read natural science. It was in the year that he finished his doctorate, 1970, that the idea of strings made its first appearance.

Some physicists pointed out that a theory developed by an Italian physicist, Dr Gabriele Veneziano, to understand the strong "fundamental force" could make sense if subatomic particles are not just infinitesimal points, but have a definite size, like a length of string.

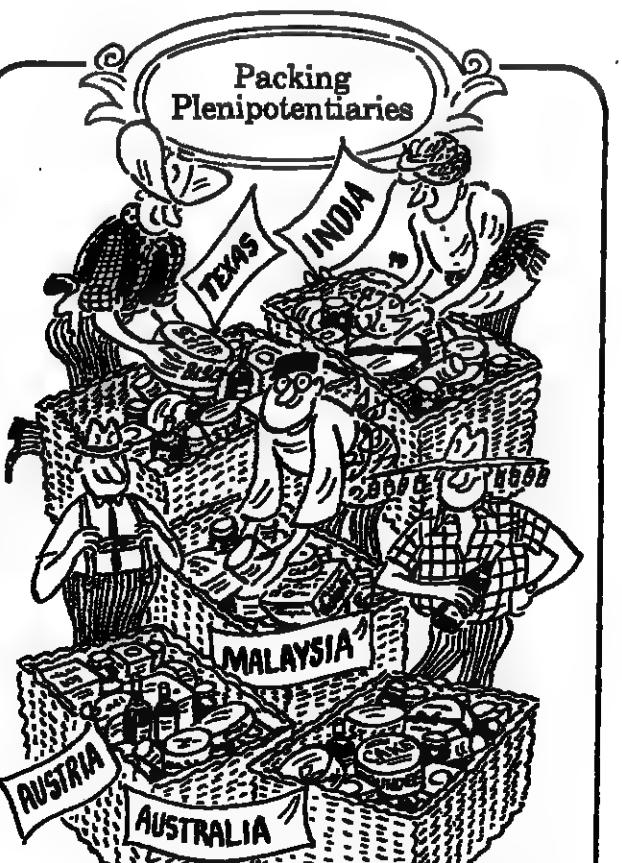
The idea was not taken seriously by many. But a handful of renegades, including Green and Schwarz, saw that strings were far more than a curiosity, they had an astonishing potential to explain not just one, but perhaps all, the "fundamental forces".

In 1984, after 10 years of gruelling effort, Green and Schwarz proved that if all particles and forces, including gravity, are really manifestations of the writhings of these inconceivably small strings, then all the mathematical reasons that had killed off the other attempts at "theories of everything" vanished.

Put on the spot, does Green believe that he has discovered a "theory of everything"? The quiet, 42-year-old professor gives an answer based on years of watching other attempts end in mathematical chaos: "I think that, at the very best, we have a theory of everything that we can think of."

Robert Matthews

TOMORROW
Is there surgery for the soul? After the death of a boy taunted because of his protruding ears, an examination of treatments which can transform the lives of children born with deformities



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SCIENCE REPORT

When the sun shines in the Arctic...

Why is there a sudden change in the Arctic atmosphere just as the sun makes its appearance after months of darkness? That question had puzzled an international team of polar researchers, but now they think they have the answer, and its implications are not limited to the earth's polar regions.

A precipitous but temporary drop in the ozone level was first measured in 1985 at Alert, a day outpost on the northern edge of Canada's Ellesmere Island, well inside the Arctic Circle. Ozone, normally found in small but measurable amounts in air blowing across the island, suddenly drops off the bottom of the scale when the Arctic dawn breaks. At the same time, the amount of bromine collected from a piece of filter paper left out in the wind climbed rapidly.

Writing in *Nature*, Len Barrie, from the Canadian Atmospheric Environment Service, and his colleagues from the United States and Germany have come up with an explanation of how the unique weather patterns of the Arctic lead to this seasonal destruction of ozone.

Throughout the winter and early spring, the lack of heat from the sun traps cold air at the polar surface, and gases at the earth's surface are prevented from rising and mixing with the higher atmosphere.

This atmospheric boundary layer also traps organic compounds containing bromine. One of these, bromoform, a bromine version of the more familiar chlorine compound chloroform, is broken up by ultraviolet sunlight, yielding a gaseous form of bromine able to destroy ozone. The amount of bromine in the atmosphere also decreases at the Arctic dawn, indicating that as the sunlight first strikes the dormant winter air, the break-up of bromoform starts a chain reaction that ultimately destroys ozone.

But once the spring sunlight warms the polar surface, the atmospheric boundary layer breaks down, and the air is quickly stirred up by the Arctic winds. The conditions that lead to ozone depletion are over almost as soon as they begin, which is why the ozone loss is such a transient phenomenon.

Chlorine, the gas responsible for ozone

destruction in the Antarctic, plays no role in Barrie's scenario, since chlorine compounds do not absorb solar radiation in the lower atmosphere, and cannot be responsible for the ozone destruction measured at the Arctic dawn.

Most bromoform is produced from natural sources in the Arctic Ocean. But the break-up of bromoform by sunlight goes more slowly when measured in the laboratory than what is seen at Alert. Other bromine compounds, possibly generated by human activities, are likely to play some role in the reaction. The once pristine Arctic atmosphere now suffers from a visibility-reducing form of air pollution known as Arctic haze, and this has made Arctic scientists particularly sensitive to any changes that might damage the fragile polar environment.

Bromine compounds and the problems they may cause in the atmosphere are not limited to the Arctic. In another letter to *Nature*, scientists from the Max-Planck-Institut für Aeronomie in Germany and the Physical Research Laboratory in India report on studies of ozone-destroying bromine compounds that

occur in the air over the tropics and at mid-latitudes. Here the most important contributors to ozone destruction are two halons, compounds of carbon, fluorine and bromine. They are man-made, and are primarily used as flame retardants in fire extinguishers.

Using balloons, the researchers measured the concentration of these halons at different altitudes. Although their concentrations decrease with increasing altitude at both locations, at the mid-latitudes there is a sharp drop at about 15 kilometres, whereas in the tropics the decline is more continuous.

The more troubling fact is that the concentration of the two halons that were measured are on the rise. Compared with measurements made up to a decade ago, halon concentrations are growing by between 5 and 12 per cent a year. The earth's atmosphere has become the natural, if unplanned, laboratory for atmospheric chemistry experiments, and it will be some time before the results of these experiments are known.

Joseph Palca

(A Nature-News Service Spring 1988)

TIMES DIARY

TIM JONES

Norman Willis loves fog. Perhaps the imagery is provided by the steam which rises from the YMCA in Great Russell Street, central London, when he walks across from his TUC headquarters to splash into the swimming pool. Or the love of fog may be an ingrained quality for a man who has to steer a middle course between such fraternal brothers as Arthur Scargill and Eric Hammond. Whatever the reasons, Willis loves fog and recently one of his paintings, "The Royal Academy in Fog", a watercolour, was sold at a charity auction for £100. Another, "Smoke-Filled Rooms" — a reference to the secret caucus meetings of union activists — hangs in the offices of solicitors' firm which shares the TUC offices. Willis, who is vice-president of the Poetry Society, claimed last night he was working on a new masterpiece, to be called "Poached Egg in Fog". If he was not joking, and with Willis it is not always easy to be sure, it will be only a matter of time before it is scrambled.

If "big Norm", as he is called, ever wants professional advice on painting technique, he could do worse than have a sip of his favourite white wine at the bar of the Bournemouth International Centre and make the acquaintance of the barnman, Garry Naddell, who is the son of John Anthony, the portraitist who has painted members of the royal family. He would find some common ground, for when Anthony painted the Prime Minister he didn't much like the final result, complaining that the ear-rings made her look too severe.

Five Jenkins, whose accent you either hate or love, and who has combined with Ken Gill, cartoonist and Communist, to form one of Britain's biggest unions, the MSP (known among the brethren as the MFI) may have an identity problem in spite of being this year's president of the TUC. As part of its campaign to secure the release of Nelson Mandela, the TUC has for this congress departed from its usual practice and produced a badge three times the normal size, carrying a portrait of the imprisoned African leader.

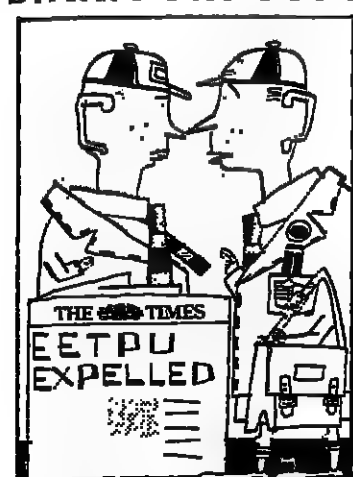
At one of the endless receptions, where union leaders try to poach members smile at colleagues involved in the same operation, one delegate looked closely at the badge and then said to Jenkins: "Clive, it doesn't look much like you." The Welsh wizard, to give him another of his sobriquets, was not too concerned. After a lifetime in the spotlight, he is dreaming of Tasmania, where he plans to spend at least part of his retirement. There, he will be able to pursue one of his great hobbies, photographing the great whales on their migratory routes. When he decides to go, the movement will miss him.

Imbued with the spirit of trade unionism and egalitarianism, black-market dealers outside the conference hall are making a good profit in the late summer sun by selling the Mandela badges, which are given free to all of the 1,000 delegates, for up to £5. The buyers should know that inside the hall the same badges can be bought for £2. Does the TUC now need to launch an inquiry into profiteering among the brethren?

Equity, the actors' union, always strapped for cash, has found one way of saving money during the congress. One of its members, currently appearing in a Bournemouth variety show, has been co-opted as a delegate. After the theatre, he can go on to the real music hall.

Potential pools winners, divorce litigants or centenarians waiting for the Queen's congratulatory message may wonder how Alan Tuffin, leader of the Post Office union, keeps in touch with Bournemouth officials in his London headquarters. With his full strike committee in situ, and the postal service in the whole of Dorset at a standstill, courtesy of his members, the answer is simple: urgent documents and letters are transmitted to him via the privately run fax system. Fortunately for him, his five-star hotel has such a machine. Tuffin must have known something the rest of us did not. The strike reached Bournemouth only yesterday morning.

BARRY FANTONI



"Gosh, and only the first day back at school!"

In spite of its efforts, the TUC delegates are not really happy with Bournemouth. It does not have, for example, neon signs advertising chip butties. Real ale, kiss-me-quick hats and hot dog stalls are also missing. In truth, the comrades miss the working-class feel, that nuance that tells them they are among their own. In a town where a modest flat with a sea view could command the price of a whole terrace in Dewsbury, the feeling of being face to face with the north-south divide is strong. Willis admitted ruefully: "I don't quite know why we are here. It certainly isn't on grounds of economy." So, for the next three years, they will be back at Blackpool, the real, perceived seaside, where a spade is still a shovel and a pint can be had for less than £1. Unless, of course, Willis has his way and manages to persuade the union barons that the congress, instead of being held annually, should meet only three times a decade. Willis admits he is not yet good enough as a painter to give up his full-time job, so it is strange that he appears to be talking himself out of employment.

Yerevan Of the many difficulties now filling Mikhail Gorbachev's pending tray, none has greater potential for catastrophe, or wider significance for the future shape of *glasnost* and *perestroika*, than the unchecked nationalist unrest here in the republic of Armenia.

In the words of As Levon Ter-Bedrossian, the charismatic leader of the 11-strong committee (including two Communist Party members) which is directing the new series of street demonstrations: "If Gorbachev had been able to foresee in February the seriousness of this whole question for the political future of the Soviet Union, I am sure that he would have given us back Nagorno-Karabakh without hesitation."

In those early weeks, the cumbersome name of the mountainous region of Azerbaijan, famous only for its carpets and long-coveted by its 80 per cent Armenian population, was one which few inside or outside the Soviet Union had heard. Today it stands as a symbol of the Pandora's box of ethnic issues which *glasnost* has opened.

Back in the heady days of February, the hundreds of thousands of demonstrators in Yerevan gathered in the streets

around the Armenian capital's grey-stone opera house (built at the height of the Stalin purges) waved portraits of Gorbachev and chanted the names "Lenin-Gorbachev" to express what they believed was the legitimacy of their cause.

Now the chants have given way to a cry of "Beria-Stalin-Ligachev", the Solzhenitsyn-style V for victory signs of the protesters have been replaced by a repeatedly raised clenched fist, and the disillusion with Gorbachev is to be found at every level of Armenian society.

"At the beginning, I believed that he was a man of courage, but now I and most other people here have to accept that he is just like the rest — that is why we do not carry his portrait any more," a 40-year-old woman demonstrator explained in fluent French. "There is no more *glasnost* about our problem here than Stalin allowed about the goings-on in the Gulag."

The bitterness of the Christian

Armenians is matched by a sombre realization on the part of all but a handful of hotheads who want unilateral independence and who have together dictated that, bordered as they are by the Muslim Turks on one side and the equally Muslim Azerbaijanis (whom they call "Soviet Turks") on the other, they can hardly hope to survive alone.

For this reason, Gorbachev's decision shamelessly to revert to Brezhnev-style tactics and order the banishment to Ethiopia of Paruir Airikyan, the leading supporter of the independence solution (he was accompanied on his flight out by no fewer than eight KGB agents) has paradoxically strengthened the nationalist movement by reducing the potential for division within it. "It was just possible to convince the world that Airikyan was an 'extremist' and an 'anti-Soviet element'," one young Armenian teacher explained as we stood in a crowd of 200,000

shouting for the instant return of Nagorno-Karabakh. "It is impossible to say that about the ordinary men and women, many elderly and others with their families, who are gathered here tonight."

It is the sheer size of the Armenian protest movement, its improving organization, its discipline (recent demands for a new strike were rejected by the leadership), and the guts of its members, that have floored the Kremlin propagandists and forced them back on old-style rigid news management to try to convince the rest of the country that the problem has gone away.

The leaders of the Karabakh Committee, who are under constant KGB surveillance, are surprisingly understanding of the news blackout. "This problem is so serious for the Soviet authorities that they are forced to try to keep people in the dark," one explained. "If everybody in the country knew what was happening here, it

would increase the democratic tentacles already stretching down from Armenia."

Bedrossian, whose personal position is strengthened by his job inside the Matenadaran, the most famous Armenian archive, dug deep into the rock of Yerevan and enjoying almost sacred status for all Armenians, is disarmingly frank about the dangers which he and his movement now face in continuing to challenge the Kremlin's repeated refusal to contemplate redrawing the borders decided in 1923.

Referring to his ambiguous relations with Moscow and with the Soviet security forces, the 43-year-old unofficial leader said: "We are both aware that we are walking very close to the precipice, but we in the committee are also aware that, without taking that risk, nothing can be achieved. So far we have been fortunate in that it has been in the pragmatic interests of the Kremlin to see that we do not topple over."

Armenia, Georgia and the northernly Baltic states are the parts of the Soviet Union where the individual initiative that Gorbachev is so desperate to encourage in order to revive the economy has been most enthusiastically displayed. Some Yerevan streets are lined with thriving co-operative shops.

But the mood now, especially with the return of the students — some of the more nationally activist of whom had been forced to spend the summer working in Siberia — is to continue pushing the Kremlin at every turn, while broadening the democratic base of the protest movement and strengthening its role as a wider opposition.

For Gorbachev, whose room for manoeuvre is limited both by the encouragement that any compromise would give to scores of other disaffected Soviet minorities and by the sabotage of the Kremlin's new human rights image that any dispatch of the tanks would involve, some tough decisions lie ahead.

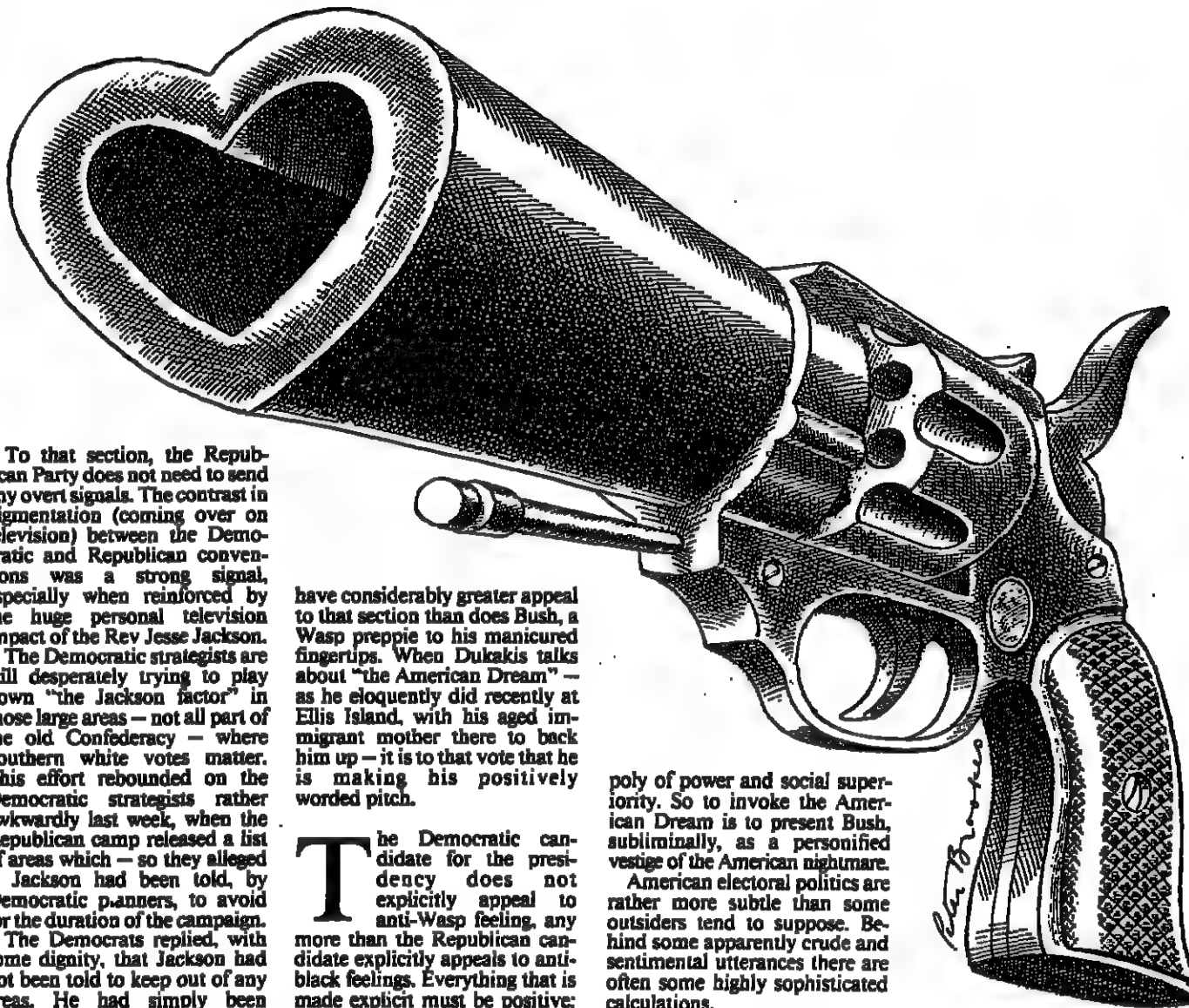
As Bedrossian reminded me, with the confidence of a man whose command can instantly bring 200,000 or more demonstrators on to the streets, even in defiance of new government laws: "Once the people have tasted liberty, they are not going to forget it in a hurry."

Christopher Walker on the rising nationalism facing Gorbachov

Armenia's darker mood

Conor Cruise O'Brien

Can Bush kill by kindness?



have considerably greater appeal to that section than does Bush, a WASP preppie to his manicured fingertips. When Dukakis talks about "the American Dream" as he eloquently did recently at Ellis Island, with his aged immigrant mother there to back him up — it is to that vote that he is making his positively worded pitch.

The Democratic candidate for the presidency does not explicitly appeal to anti-WASP feeling, any more than the Republican candidate explicitly appeals to anti-black feelings. Everything that is made explicit must be positive: that is to say, without overt offence to any social group (other than criminals). But the trick is to take advantage — through the use of exclusively positive language — of negative feelings lurking just below the surface of public discourse.

The Dukakis use of the American Dream is an excellent example of what can be done along those lines. For the children of recent immigrants — Irish, Italian, Poles, Jews and others — the American Dream means indefinite upward social mobility for themselves, overcoming what remains of the long WASP mono-

poly of power and social superiority. So to invoke the American Dream is to present Bush subliminally, as a personified vestige of the American nightmare.

American electoral politics are rather more subtle than some outsiders tend to suppose. Behind some apparently crude and sentimental utterances there are often some highly sophisticated calculations.

The anti-liberal strategy of the Republicans is designed to counter the American Dream strategy of the Democrats in the competition for the same crucial section of the electorate. Many of the ethnics had drifted away from the Democratic Party, at national level, from George McGovern's day on, because of the growing ascendancy of liberals within the party.

Catholic ethnics, in particular, tend to be suspicious of liberals, and not least of anti-Catholic. Many ethnics don't like people who are soft on crime, or have scruples about saluting the flag,

lakis record on the death penalty. "Michael Dukakis," cried the outraged senator, "wouldn't fry anybody!" The word "fry" was spoken with a smack of the lips: you could almost smell the sizzle of criminal flesh, a burnt offering pleasing to the nostrils of the righteous.

Traditionally, an American election campaign is supposed to begin after Labour Day, which fell last Monday. Actually, in modern times, the Labour Day weekend marks the beginning of the penultimate stage of a marathon contest. The last stage begins in late October, when the World Series ends, and millions of non-political Americans at last begin to realize that an election is imminent.

At this stage, polls show the two candidates as merely neck and neck. Bush appears slightly ahead, but the margin barely exceeds the "statistically significant" grade, and is in any case flickering. Overall, national polls tell us little about the all-important matter of the probable results, state by state. In those terms, Bush appears at present to enjoy a formidable advantage. One state-by-state survey, published last July, would give Bush a total of 198 electoral votes, against 157 for Dukakis, with 183 that "could go either way". That last group includes five populous states: California, Texas, Illinois, Ohio and Michigan, a total of 141 electoral votes. To gain the 270 votes needed to secure election, Dukakis will need to get at least 117 out of the electoral votes from those five states, as well as holding all the states already attributed to him. That will be a difficult peak to scale, starting out from the abyssal level of the landslide defeat of the Mondale-Ferraro ticket in 1984.

I don't profess to be impartial. I hope Dukakis will make it. I don't like the degradation, by the Republicans, of the word liberal into a term of contemptuous abuse. And I don't like what Senator Simpson stands for.

By the late 20th century, people should have learnt that it is not a good idea to choose a party some of whose spokesmen visibly relish the imagined sensation of burning some of their fellow human beings to death.

Commentary • WOODROW WYATT

Apartheid, Indian fashion

Mahatma Gandhi was an avid reader and quoter of the Bible. If he were alive today he would probably have chided the raucous Indian campaigners against Gooch's captaincy of the English cricket team at one of his prayer meetings by referring to Matthew, chapter 7, verse 3: "And why beholdest thou the mote that is in thy brother's eye?"

Gandhi was deeply disturbed by the massive apartheid practised by the Hindus. When he went to Delhi to see the Cabinet Mission in 1946, he ostentatiously installed himself and his entourage in the quarters of the Untouchables, or Harijans.

Admittedly, the area selected was cleared of Untouchables, disinfected, whitewashed and made immaculately clean by his multi-millionaire friend, G.D. Birla. But the gesture was a clear reminder to Hindus embedded in their caste system of the beam in their own eye.

Gandhi campaigned for years to have the stigma of Untouchability removed. He made a small dent — but not much — on the deeply caste-conscious Hindus. He was murdered by a Hindu extremist who thought, with other Hindus, that he was going too far.

Gandhi himself opposed separate electoral representation for the Untouchables in local and central government, though that was wanted by their leader, Dr Ambedkar, to avoid their being dominated and squashed by the Hindu Congress. The law now declares the Untouchables to have equal status, but they do

not get it. Mainly they remain in abject degradation and poverty, confined to menial tasks, shunned, and only with the greatest difficulty are a few able to marry into superior castes.

There are 100 million of them, including 35 million in tribes. They are Untouchables on racial grounds. Mostly they are descendants of the Dasys and Dravidians conquered by the Aryan Hindus, who put them into a servitude which has lasted for nearly 4,000 years. Their maltreatment, mental and physical, is unlikely fully to disappear for at least another 50 years.

The blacks and Coloureds in South Africa have never been treated as abominably as the Untouchables still are. Possibly it is a sense of guilt which induces the Hindus to rave on so violently about sportsmen who have any contact with South Africa. They do not look at the facts being happy to accept as gospel the blackist of the United Nations special committee against apartheid in sport. This sniffs out alleged breaches of international sporting behaviour, as in the case of Miss Zola Budd.

The Gleneagles Agreement, and presumably the UN special committee, are supposed to be directed against apartheid in South African sport. Their objective has been achieved, and all sport in South Africa is now fully multi-racial. In any Spring-bok rugby team there are usually one or two non-whites. If there were a national soccer team there would be nine blacks to

two whites, the former being much better at soccer. In any national cricket team, non-white Omar Henry can be sure of a place. Graham Gooch would have spent the winter playing for Western Province if he had not been asked to captain England in India: cricket in that province is as fully multi-racial as it is throughout South Africa.

Cricket in South Africa raises some £800,000 a year in annual sponsorship, principally from providing facilities, coaching and so forth, for underprivileged non-white cricketers. In Transvaal alone, 60,000 blacks between the ages of eight and 13 are being encouraged to learn and play cricket. It would be interesting to know how much money is raised every year in India to provide cricket grounds and coaching for Untouchables. I doubt if it is more than 100 rupees.

India is one of the least entitled countries in the world to lecture others about apartheid or their caste systems. I have not noticed its voice being raised about the atrocities in Burundi. In that African state of three million people, four-fifths are Hutus. They were conquered by the "Tall Ones", the Tutsis, who are of a different race. Whenever the Hutus are restless about their subjugation as Untouchables they are systematically murdered. In the recent horrific butchery some 50,000 have been destroyed by the Tutsi army, which has no Hutus in it. Yet if

there were a National Olympic Committee in Burundi it could have sent athletes to Seoul and no one would have complained.

The South African government is shockingly repressive, and not releasing Nelson Mandela is singularly foolish, but the South African authorities have never gone in for wholesale extermination of non-whites on the pattern followed by the Tutsis against the Hutus, though it does not seem to raise a flicker of protest from neighbouring African countries.

Another verse (5) from Matthew, chapter 7, is apposite: "Thou hypocrite, first cast out the beam of thine own eye; and then shalt thou see clearly to cast out the mote of thy brother's eye."

England's cricket selectors must have known that making Gooch captain would provoke the usual hypocritical uproar, despite Gooch having played cricket in India since he last played in South Africa. They should be congratulated in their refusal to be intimidated by the out-of-date malice emanating from the UN special committee and the Gleneagles Agreement, thus implicitly recognizing that there is now no apartheid in South African sport.

If some Commonwealth countries are so blind as to deny entry to British cricket teams if they dislodge their composition, the English cricket authorities should fill the gap by sending a team to South Africa. It would give great joy to multitudes of blacks and other non-whites in South Africa.

SEPT 7 ON THIS DAY 1901

William McKinley, a Republican, the 25th President of the United States, was inaugurated in March 1897 and re-elected in 1900. He was at the height of his popularity when he was shot by Leon Czolgosz (not Nieman, as reported). His wounds proved fatal and he died on September 14. Vice-President Theodore Roosevelt succeeded him.

MR. MCKINLEY SHOT

(From a correspondent)

NEW YORK, SEPT. 6. Mr. McKinley has been shot at the Academy of Music, Buffalo, by a stranger. Two shots took effect in the stomach.

The President's condition is serious. I am now able to send the following connected account of the attempt to murder Mr. McKinley to-day.

While the President was receiving in the Temple of Music at Buffalo this afternoon he was approached by a well-dressed man wearing a silk hat, who had one hand covered with a handkerchief. As the man extended his hand to the President, apparently in order to shake hands, he fired a shot, which entered the President's right breast, lodging against the breastbone. Immediately afterwards the man fired another shot, which entered the abdomen.

Quick as a flash a score of men threw themselves upon the assailant. Cries of "Lynch him" were heard on every hand; but the police managed to rescue the man, who was covered with blood

from a gash in the face. He was taken to the station house near the Pan-American Exposition grounds and afterwards to the police headquarters.

When he was shot the President fell into the arms of Detective Geary. "Am I shot?" he asked. The detective opened his vest, and on seeing blood, replied, "Yes, I am afraid you are, Mr. President."

Mr. McKinley was at once taken to the Emergency Hospital, where the bullet, which had lodged against the breastbone, was removed at 6 o'clock. Dr. Russell Rossell Park, the well-known surgeon, arrived, and after putting the President under the influence of an anaesthetic, began probing for the bullet in the abdomen. He tried for some time, but, not being successful, sewed the wound up.

When examined at the police headquarters, the prisoner said he was Fred Nieman, of Detroit. When asked why he committed the deed he said: "I am an Anarchist, and have done my duty." Later he denied that he was an Anarchist.

Mrs. McKinley has not yet heard of the attempt on her husband.

Dr. Parker, a prominent physician, is now probing for the bullet lodged in the abdomen. The second bullet has just been successfully extracted. The first bullet fell from the wound in the breastbone as soon as the President was placed on the operating table. Mr. McKinley picked it up himself, and handed it to the doctor standing at his side. No anaesthetics were applied to the President when the surgeons probed for the second bullet. Immediately after it was removed there were marked signs of improvement. The President lies at the Emergency Hospital...

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1 Pennington Street, London E1 9XN Telephone: 01-782 5000

TELL MR HAUGHEY

In November 1985, the signatories to the Anglo-Irish Agreement promised that they would review the "operation" of the Agreement three years hence. That time is now almost up. The ministers meeting in London and Dublin yesterday looked both backward to the security issues of the past few weeks and forward to the promised "review season".

The letter of the original declaration would allow both governments, if they were so minded, formally, to review housekeeping technicalities only. A narrow approach of this kind would be a mistake. It would be an important opportunity missed.

The politicians of Northern Ireland have to be reminded that unless the meetings and purposes of the Agreement can be made to mean something to the majority unionist community, it will remain a limited vehicle. The review is a moment for the Government to acknowledge the feeling in the unionist community while redefining its commitment to the principles in the Agreement.

The Government should take the chance to declare more of its thinking about how unionists might be involved in its operation. Mr King says, in general terms, that this would be desirable.

Above all, the Government needs to separate two things which have become confused: the protection of its own freedom of manoeuvre inside Northern Ireland from the political issues which — however groundlessly — have convinced unionists that they are being edged closer to unwanted unification with the south. The signing of the Agreement and the discrediting of the unionist campaign against it enhanced that freedom of manoeuvre. The hurt and insecurity remain unassuaged.

There were arguments against making political concessions to unionist demands in the face of strikes and stoppages soon after the Agreement. But three years later the options which have been under consideration — reviews of Westminster's handling of Northern Ireland legislation, border polls, inclusion of local politicians in the work of the inter-governmental conference — deserve reconsideration and selling.

Between now and the review is also the ideal time for the British Government to underline a few home truths to Mr Haughey and his ministers. This would be a very good moment for the two Prime Ministers to meet on these

matters. Mr Haughey has approached the Anglo-Irish Agreement in two ways, reflecting the ambivalence with which he originally greeted it. He has continued the security policy of his predecessors — with the notable exception of a messy and malign alteration to extradition procedures. Mr Haughey's other track has been the encouragement of dialogue on all sides.

He has looked benignly on the SDLP talks with Provisional Sinn Féin, has made warm and friendly noises which fall well short of anything specific to unionist leaders and has generally suggested that grand round table conferences on the future of the whole island were the way out of current difficulties. Not much remains of these rhetorical devices because there was not much to them in the first place.

It is fair to say that any Irish Prime Minister faces hard choices which are easier to describe from afar than to solve in a short time. That, however, does not justify failing to take any remedial action at all.

Members of Irish governments of whatever colour know that the primary aim of policy — and of the Anglo-Irish Agreement — is the extirpation of the terrorism which aims to destroy them. They have to do this in concert with Britain, which is an object of traditional suspicion. They have to do this while keeping formal faith with the nationalist aspiration to a united Ireland, although all the evidence suggests that, even as a "low-intensity aspiration", the Irish electorate is less and less persuaded that this objective is important or feasible.

It has been conventionally thought that the more nationalist an Irish politician, the more powerful he would be in carrying public opinion if he were convinced that the two governments should together use all political and security means to defeat the IRA. Mr Haughey has turned this wisdom on its head by showing no evidence at all that he is willing even to attempt to educate public opinion in the Republic.

He is sufficiently ambivalent about the Agreement and its purposes to be undermining the co-operation which the same document has brought about at lower levels. If the British Government has been at all hesitant about making this clear, then the occasion of the review should be the time to end that reticence.

GROUND TO BE TROD

Two big unions — the public employees and the transport workers — could still prevent the election of Mr Roy Hattersley to the deputy leadership of the Labour Party later this month. Those same two unions are at the forefront of the campaign for the TUC to boycott the Government's new Employment Training programme. Thus Mr Kinnoch's decision to devote the one substantive section of his speech yesterday to an appeal for the unions to take part in ET was an act of some courage.

He was unequivocal on what he termed "a classic trade union question", arguing that inside the ET machinery, the unions could fight their corner, but that outside they could merely complain. Inside, he added brutally, they would share the blame for the scheme's failing; but outside, the Government would ensure that blame fell upon them too.

Such candour — with its realistic implication about the relative credibility of government and trade unions — was unlikely to help win the votes that Mr Hattersley needs. If Mr Hattersley is defeated it will be a major reverse for Mr Kinnoch who has made it clear that the old "dream ticket" is not to be clipped in two.

The Labour leader also risks a more immediate rebuff. The General Council's single-vote majority in favour of ET participation could easily be overturned by Congress today. The merits of trade union presence for

the ET scheme itself are debatable. But Mr Kinnoch's arguments were certainly right as they affect the unions. It would be a disaster for trade union interests if the TUC voted to turn its back on training for the long-term unemployed.

Before Mr Kinnoch spoke, the engineers' leader, Mr Bill Jordan, had warned him against "treading the dangerous ground" of TUC internal politics. It had been expected that the Labour leader might heed such advice and confine his speech to espousal of Labour ideals and exhortation of Tory ones.

Instead, while avoiding any mention of Mr Hammond's men, the fraternal delegate from the Labour Party launched a long programme for modern trade unionism. Moreover, he did so with a good deal more conviction than he could manage for the assault on Mr Nigel Lawson which made up the first part of his oration.

He described the attitudes that he would like to see dominate the conference hall rather than those that do so. He received a polite response rather than a passionate one in return.

He should be well pleased with that. It is demeaning that a Labour leader has to attend the TUC as an elector in his own and his deputy's cause. But, for as long as he has to do so, it is necessary that he tries to steer that electorate, not pander to its whims.

INNOVATION ON THE ISIS

The quality of its scientific research has put Britain among the international superpowers of science. One American survey which attempted to make some measure of the relative performances of the leading scientific nations estimated that research in the United Kingdom was responsible, over a 20-year period, for twice as many radical scientific breakthroughs as was research in the United States.

But, predictably, it went on to find that industry in America had been six times more successful than industry in Britain in using such developments in commercial terms. The blame for this tale of missed opportunity by no means wholly lies with industry. It must also fall at the door of academic science itself. British industry and science have had for years a dangerous mutual blind spot, arising from a complex of cultural and educational causes.

Anxieties in the British scientific establishment about a shortage of research funding — reinforced at the British Association for the Advancement of Science in Oxford yesterday — should be seen against this background. Had Britain been as successful as America in handling relations between science and industry, the pattern of the British economy could have been transformed.

Instead Britain is only now beginning to wake up to the fact that it possesses, in its priceless tradition of scientific and engineering innovation, a monumental engine of industrial recovery and economic wealth. The process is circular: the wealthier the nation, the more resources there will be for further research, and the more opportunities there will be for this special British genius to thrive.

Many universities have at last begun to take imaginative steps to improve relationships with industry, spurred simultaneously by the realization of the exciting opportunities waiting to be grasped, and by the Government's salutary approach to research funding. The Secretary of State for Education and Science, Mr Kenneth Baker, underlined that policy in his address to the British Association yes-

terday. It is that British science must expect in future to look more than ever before to British industry rather than to the taxpayer for its research funding; and British industry will have to realize that its responsibilities in this area are not marginal but crucial.

One significant development unveiled by Mr Baker in Oxford yesterday, though of an administrative and legal rather than scientific kind, was the setting up by Oxford University of Isis Innovation Ltd. This is a company which will own the patents, issue licences and draw royalties on inventions and discoveries emerging from Oxford University research departments.

The first examples of inventions (if that is the word) to be patented include a "genetic probe", potentially of immense value in prenatal care, which was developed at Oxford and of which the university, through Isis Innovation Ltd, now owns the worldwide patent. If any university department anywhere in Britain makes other such useful and probably profitable advances in a particular scientific field, it should be able to rake back some of the profit for itself, to finance further research.

But that does not exhaust the merit of the Oxford scheme. It is not enough that innovations should be patented; they have also to be marketed. Research workers, equally, have to learn what sort of innovations might have a commercial value.

While it would be a mistake to let this aspect dominate their priorities, it is no less a mistake to disregard it. Isis Innovation Ltd has the potential to become the eyes and ears of industry round the laboratory benches of the university, and the evangelist of new ideas to industry in return.

What has held university researchers back in the past has been not so much a lack of willingness as lack of knowledge and experience of the needs of industry. No university should be without some central office whose function is the generation of such knowledge and interest; and in due course, revenue too.

Danger in long-distance swimming

From the Medical Director of the London Sports Medicine Institute
Sir, Your reports of September 1 and on subsequent days of the tragic circumstances surrounding the death of Senhora Renata Agondi and the role of her coach, Senhora Judith Russo, in the former's Channel-swim attempt require further comment.

It seems extraordinary that a coach and swimmer from the warmer waters of Brazil were allowed to attempt a Channel swim without anyone on the boat who could speak to them in the only language they understood, viz. Portuguese. From the account of events, it appears that the swimmer was disoriented and hallucinating.

Mental disorientation is a well-recorded symptom of both hyperthermia and hypothermia and signals that the body's temperature-control mechanism is no longer capable of maintaining a safe, internal environment for the body. In marathon races, where hyperthermia is a more common problem, it is usual to ask distressed runners simple questions to ascertain whether they are mentally oriented and in control of their faculties. If they can answer satisfactorily they are allowed to continue, however

distressed they may look, but if they are obviously disoriented they may be removed from the race and certainly not encouraged to continue in what is a hazardous state.

It is equally difficult to understand how anyone who knew anything about hypothermia could allow a possibly disoriented swimmer to continue in the cold water of the Channel. From her photograph Senhora Agondi was not particularly obese and once her swimming rate slowed, or she had stopped swimming, her body temperature would have fallen very quickly and she would then have been at risk from sudden cardiac arrest.

It would seem imperative that the Channel Swimming Association teaches everyone involved with Channel swimming the symptoms and signs of hypothermia and devises a code of conduct which might prevent this sort of tragedy from unfolding again. Yours sincerely, DAN TUNSTALL PEDOE, Medical Director, London Sports Medicine Institute, and Chairman, British Association of Sport and Medicine, 10 Medical College, St Bartholomew's Hospital, Charterhouse Square, EC1, September 5.

Seeking a cure for British bacon

From Mr Neil C. Danson
Sir, As a pig farmer I am naturally very sorry that Sir Louis Le Bailly (August 31) is displeased with the standard of the British bacon that his wife gives him for breakfast, but his lament — "Cannot British farmers do better?" — implies an unjust criticism. There is of course no significant difference between the quality of the best British and the best Danish bacon; or between the worst.

The problem lies in three main areas: the failure to market efficiently (British farmers are guilty in this respect, but successive British Governments have done too little, too late, in marked contrast to Danish Governments); the economic muscle of the larger companies in the food-processing, distribution and retailing sectors, which have made excessive profits at the expense of producers and consumers; and the general tendency of British shoppers to select their purchases on the basis of appearance, convenience and price.

However, I can make a suggestion for improving Sir Louis's breakfast rasher: Lady Le Bailly should shop at a good, small butcher's, complain to him if her meat is unsatisfactory, and thank him if it is good. My local butcher will only stock British bacon, because he says that he cannot obtain any foreign bacon that is good enough!

Yours faithfully, NEIL C. DATSON, Giebe Farm, Spelsbury, Oxfordshire, August 31.

Taking the credit

From Mr Allan V. Craig
Sir, Mr Barry St Clair Alcock (August 31) asks if it can be true that it takes four or more days for a cheque to be honoured. I can assure him that this is, unfortunately, the case. I received a letter to that effect just yesterday from my bank manager.

What I used to find more infuriating, until I learned to remedy the situation, was what used to happen when a standing order had to be debited on the same day that my salary cheque was to be credited. The debit transaction was always carried out at the commencement of business whilst the credit was only registered at the end of the day's business.

I was thus technically overdrawn without a prior arrangement for a period of one working day, entitling the bank to make charges for the entire quarterly period.

Yours, ALLAN V. CRAIG, 56 Spratling Street, Ramsgate, Kent, August 31.

GCSE doubts

From Mrs Teresa Eldridge-Doyle
Sir, So Mr Baker is pleased with the successful results of the new GCSE exams (report, August 25). I am, too. Our son managed to obtain more than the desired number of O-level equivalent passes to move on to an A-level course.

But our son had the advantage of coming from a middle-class family where books are plentiful, parents keen to point him in the right direction and willing to spend £5 per subject on revision aids.

How many children from working-class families have had these advantages when faced with the high level of course work now required?

I suggest Mr Baker curbs his elation until some serious analysis has been made of the national statistics, when I fear it will be shown what a socially unjust exam this really is.

Yours faithfully, T. DOYLE, 24 Kingswood Chase, Leigh-on-Sea, Essex.

From Mr G. R. G. Turnbull
Sir, The "educational culture shock" predicted by a former President of the National Association of Head Teachers (report, September 5) is unlikely to be any

more pronounced for students moving from GCSE to A level than it was for those with GCE qualifications.

Unfortunately some educationists have not kept up to date with the changes which have evolved in the natural development of A-level examinations. Many of the comments about the A levels featured in the Press recently are based on 20-year-old evidence.

Twenty-three out of 54 of our A-level syllabuses have either course work or a practical examination as part of the overall assessment. We have introduced new modern language syllabuses, which were examined for the first time this year, with a communicative approach, and course work has been part of an alternative A-level English Literature syllabus for almost ten years. I have given only two examples from my own board. There are many more.

Those students with the appropriate grades will be able to progress to A level, as did the GCE students before them. It won't be easy. But then, it never was.

Yours faithfully, G. R. G. TURNBULL, (The Associated Examining Board, Guildford, Stag Hill House, Guildford, Surrey, September 5.

From Mr Alan Bottomley
Sir, "And is there cabbage still for lunch?" Indeed there is! And small children still hiss *adum* when the roll is called. But, *ehue fugies labuntur anni*, Mr Squeers has departed into his well-earned retirement and Mr Mustardstone is too old to send us any more young Copperfields. Worse, *miserabile dictu*, Matron has the greatest difficulty in obtaining an adequate supply of brimstone and treacle.

Seriously, though, Michael Watkins' romantic romp round Southwold ("Where the tide has never turned", August 27) was most enjoyable. Where he was right we had the thrill of recognition; where he was wrong — ah well, only Southwold really knows Southwold, and it will never tell the full story. Not only in winter are our mouths shut, and not only against the wind.

Sincerely, ALAN BOTTOMLEY, Headmaster, Eversley Preparatory School, Southwold, Suffolk, August 28.

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Sincerely, ALAN BOTTOMLEY, Headmaster, Eversley Preparatory School, Southwold, Suffolk, August 28.

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Paying the price of cleaning up

From Mr R. H. Burnett-Hall
Sir, In your generally excellent leader ("The waste ship", August 31) prompted by the presence of the Karin B and its unwanted cargo of waste, you make a throwaway comment on the West German waste disposal regime that cannot go unchallenged.

To say that demands for the imposition of the West German regime elsewhere in the European Community must be fended off, without attempting any justification for this statement other than to label it "high-cost", simply will not do.

Waste disposal inevitably creates direct and indirect costs. Historically these have been borne to a considerable extent by people other than the waste producer, and notably by future generations, who must suffer accumulated pollution or pay to clean it up. However, the Single European Act, now ratified by the United Kingdom and all other member states, enshrines the principles that "environmental damage should as a priority be rectified at source" and that "the polluter should pay".

This is not just a matter of equity. Bringing the full costs to bear on a producer of waste creates a powerful incentive to minimise its production. A specially effective stimulus, as the American experience shows, is the risk that where a company is made liable to pay for the costs of cleaning up its waste by a statutory body, these liabilities will be made a charge on its assets that take priority over previous securities. The lending institutions, alert to protect their own interest, then ensure that their company customers put and keep their houses in order and do not become subject to such charges.

Contrary to your false Boy Scout/muck and brass dichotomy, it is possible for industry to adapt its practices so as to reduce its production of waste, and particularly of hazardous waste, and many responsible companies have done so. The problem for them, as much as for the rest of us, is to bring the others who have not into line with the best practice.

If industry is to remain internationally competitive, then it must not, of course, be subjected to unnecessary extra costs. The

costs of avoiding pollution at source are, however, far less than the costs of clearing it up afterwards.

What is required is a regime that applies an armoury of pressures, over and above criminal sanctions for breach of regulations to ensure that industry complies with the best available practices. One such pressure is unquestionably the cost of waste disposal. The French evidently recognise this in levying a charge on waste disposal to fund efficient systems.

Just what is the most appropriate level of cost, having regard to the other available incentives is a matter for judgement, but to castigate the West German regime merely on the ground that it is high-cost is no sufficient criticism at all.

Yours faithfully, R. H. BURNETT-HALL, McKenna & Co. (Solicitors), Inveresk House, 1 Aldwych, WC2.

From Mr H. Chambers
Sir, I find it difficult to follow the reasoning behind your comments.

"The waste ship" The cargo carried by the Karin B is certainly a "potential environmental hazard" to wherever it is located, or bound. However, it has nothing to do with Britain "dragging its feet over anti-pollution measures" but rather, in this context, with Italy's far greater shortcomings.

The UN and, more effectively, the EEC, instead of laying down standards of what constitutes hazardous waste, should very quickly insist that all member nations take immediate steps to deal, in a regulated professional manner, with their own waste.

Britain is a very small land mass with a dense population and very little space available for waste disposal. The potential profitability of our "professional approach" to this problem is much outweighed by the adverse effect that it will have on our environment.

If Britain wants to generate income from this problem we should export our expertise and help Italy *et al* to set up their own disposal systems.

Yours faithfully, H. CHAMBERS, Dalhousie, North Moreton, Didcot, Oxfordshire.

Public mess

From Mr Nicholas Baker, MP for North Dorset (Conservative)
Sir, Ronald Butt's article (August 25) complaining about the chronic public mess is entirely accurate in pointing out the poverty of our standards in cleanliness and hygiene in many parts of the public sector, including hospital kitchens and British Rail.

While privatisation is one answer, it will not be appropriate for large sections of our public sector, in any case what, intrinsically, about privatisation is it that can improve matters?

Surely the answer lies in a greater sense of responsibility, which Mr Butt mentions as being valid but as not simply the answer to the problem.

I suggest that it is indeed only when individual people are made

to feel responsible for maintaining standards that the problem will be tackled. The standards which individuals maintain have to be laid down in regulations or adhered to in a fully professional way and in either case enforced with vigour. Anyone who fails to maintain standards of cleanliness, hygiene, and so on is often less likely to be motivated by the threat of not receiving a pay increase, for example, than by the loss of his or her job.

Making individuals at a senior level responsible for maintaining these standards and removing them from office if they fail would be the one simple measure which would achieve the greatest improvement in public-sector standards.

Yours faithfully, NICHOLAS BAKER, House of Commons.

A plea for pews

From Canon J. G. Grimwade
Sir, Mrs Beattie complains (August 26) that chairs of an inferior nature have replaced pews in many London churches, and she wonders what activities other than worship are wanted in our churches.

She overlooks the fact that pews were often a comparatively modern addition to our parish churches. Our ancestors commonly stood to worship (hence the phrase "The weakest go to the wall").

One result of filling churches with pews was that it became necessary to build and maintain church halls for many of the social and other activities which used to be held in churches. Many of us value the fact that the community makes use once again of so many churches for a variety of purposes.

Nor need chairs be flimsy, or easily broken, as Mrs Beattie alleges. If she were to visit Stoneshield she would find some extremely comfortable upholstered chairs; they interlock, are very firm and have space for hymn and prayer books. They can also be easily arranged for meetings, large or small, when most people are happier sitting in circles and not in straight rows.

Yours faithfully, JOHN GRIMWADE, Parish of St James the Great, Stoneshield Rectory, Oxford.

A royal rood

From Major Angus L. MacLeod
Sir, I wonder if any of your readers can inform me as to why most people pronounce the name of Holyrood (Edinburgh) as if it contained two "l"s and had some connection with the holly tree.

This incorrect pronunciation obliterates the reason why the place was originally so named, which was, of course, to commemorate the Holy Cross or Rood given to the abbey which stood there by Saint Margaret, Queen of Scotland.

The Palace of Holyrood House, standing next to the ruins of the old abbey, took its name from the abbey, thus perpetuating the historic link with the origins of the name.

Yours truly, ANGUS L. MACLEOD, Naval & Military Club, 94 Piccadilly, W1.

Quality compost

From Mr M. V. Braimbridge
Sir, It was a truth, universally acknowledged amongst the bridge players of my preparatory school that failure to draw trumps would entail the dealer sleeping on the Embankment, with the rider that should this unfortunate, though well-deserved, sequel occur it would be advisable to wrap *The Times* inside one's shirt as being the best thermal insulation available. (Though how the latter recondite piece of information reached ten-year-olds in Kenya in the thirties still escapes me.)

My wife has now taken to smothering the weeds between her box bushes with newspaper covered in grass cuttings. I would like to record that, muchwise if Philip Howard will excuse the translucency, *The Times* is significantly more efficient than the other quality newspapers by a factor of some 1.5!

Yours faithfully, MARK BRAIMBRIDGE, Department of Cardiothoracic Surgery, St Thomas' Hospital, SE1.

Unwanted deliveries

From Mr K. Higgins
Sir, This morning due to the postmen's strike and backing of mail, I received 14 letters. Four were wanted by me and were received with thanks two were bills, and eight were unsolicited of which four went straight into the wastepaper basket. Unopened These unsolicited letters are mainly responsible for increasing the work of the Post Office. Perhaps they should be surcharged.

Yours faithfully, K. HIGGINS, 50 Fallowfield Road, Walsall, West Midlands, September 2.

Poste restante

From Mr A. S. Coppings Joyce
Sir, I note the increases in postal charges today. I assume this is to cover the additional cost of storage?

Yours faithfully, A. S. COPPINGS JOYCE, 282/286 St Paul's Road, N1, September 5.

During the postal dispute letters to the Editor may be sent to a temporary fax number, (01) 782 5864.

COURT AND SOCIAL

The Princess of Wales will attend a reception and luncheon at Plaistons Hall on November 28 in honour of Dame Ninette de Valois.

The Princess Royal, President of the British Academy of Film and Television Arts, will attend the New Academy Award ceremony at the Odeon, Leicester Square, on October 9, to honour the career of Mr. Dirk Bogarde.

The Princess Royal, Patron of the Home Farm Trust, will attend a preview of *Budget* at the Cambridge Theatre on October 12.

The King of the Belgians celebrates his birthday today.

Today's royal engagements

The Princess Royal, as President of the Royal Yachting Association, will attend a council meeting at the Royal Thames Yacht Club, 60 Knightsbridge, at 4.45.

The Duke of Kent, as President of the Royal National Lifeboat Institution, will visit the lifeboat station at North Sunderland, Northumberland, at 1.10; will attend the 150th commemorative service of the Grace Darling Lifeboat at Bamburgh Parish Church at 2.50; and will visit the lifeboat station at Amble at 4.45.

Forthcoming marriages

Mr N.M. Jordan and Miss M.J.A. Scott. The engagement is announced between Nicholas, younger son of Mr and Mrs D.E. Jordan, of Ealing, London, and Maria, younger daughter of Sir Peter and Lady Scott, of Irstead, Norfolk.

Mr T.C.M. Barry and Miss N.M.D. Hales. The engagement is announced between Thomas, elder son of Dr and Mrs Michael Barry, of Shilton, Oxfordshire, and Nicola, daughter of Mr Philip Hales and Mrs Mary Elizabeth Hales, of Auckland, New Zealand.

Mr R.S.R. Brown and Miss E.C. Martin. The engagement is announced between Rory, eldest son of Commander and Mrs D.F. Brown, of 5 Rectory Road, Barnes, SW13, and Emma, second daughter of Mr and Mrs M.D. Martin, of 53 Flood Street, Chelsea, SW3.

Mr T.F.G. De B-Tempest-Radford and Miss T.S.R. Doregger. The engagement is announced between Tom, elder son of Mr and Mrs Hugh Tempest-Radford, of Pettburgh, Suffolk, and Tessa Sander, younger daughter of Mr and Mrs Peter Doregger, of Troutbeck, Cumbria.

Mr S.E. Foster and Miss C.M. Symington. The engagement is announced between Stephen, youngest son of Mr David Foster, of Peckleton, Leicestershire, and Mrs Majorie Moore, of Keyham, Leicestershire, and Christina, daughter of Mr Michael Symington, of West Lavington, Wiltshire, and Mrs Leila Merritt, of Kingsclere, Berkshire.

Mr M.B. Grimes and Miss D.J. Geering. The engagement is announced between Marcus, elder son of Mr and Mrs P.B. Grimes, of Grimsthorpe, Lincolnshire, and Deborah, daughter of Mr and Mrs J. Geering, of Horsted Keynes, Sussex.

Captain J.B. Grotian and Miss F.S.C. McCarthy. The engagement is announced between Bertie Grotian, Irish Guards, son of Mr and Mrs John Grotian, of Lake House, near Salisbury, Wiltshire, and Frances, eldest daughter of the late Mr Stuart McCarthy and of Mrs Donald Birt, and step-daughter of Mr Donald Birt, of Hill Derrill Manor, near Warminster, Wiltshire.

Mr N.A. Whitall-Williams and Miss H.E. Preece. The engagement is announced between Nicholas, fifth son of Mr and Mrs E.T. Whitall-Williams, of Withington House, Wotton, Herefordshire, and Helen, eldest daughter of the late Mr D.T. Preece and of Mrs S.A. Preece, of Wiltonside, Wilton, near Ross-on-Wye, Herefordshire.

Mr C.A. Henderson and Miss S.E. Tudor. The engagement is announced between Christopher Alexander, son of Mr and Mrs Robert Henderson, of Clarnston Farm, Shropshire, and Suzanne Elizabeth, daughter of Mr and Mrs Dennis Tudor, of Shrewsbury, Shropshire.

Mr J.A. Higham and Miss C.M. Ennis. The engagement is announced between John Higham, of Hampstead Garden Suburb, London, and Catherine Ennis, of Blackheath, London.

Mr P.J. Hill and Miss S.L. Powys Maurice. The engagement is announced between Peter Jameson, son of Mr and Mrs Richard Hill, of South Kensington, London, and Sarah Louise, elder daughter of Captain and Mrs Michael Powys Maurice, of West Haring, West Sussex.

Mr C.M. Hollis and Miss S.J. Hutchinson. The engagement is announced between Christopher, elder son of Mr and Mrs P.B. Hollis, of Alverstoke, Hampshire, and Sara, daughter of Mr V.B. Hutchinson, of High Halden, Kent.

The Rev J.G. Inge and Miss D.L. Longenecker. The engagement is announced between John, only son of the late Mr and Mrs G.A. Inge, and Denise, younger daughter of Mr and Mrs J.A. Longenecker, of Greenville, South Carolina.

Mr M.J. Longman and Miss G.S. Nicholas. The engagement is announced between Michael, son of Mr and Mrs G.J. Longman, of East Finchley, London, and Gillian, daughter of Mr and Mrs A.S. Nicholas, of Spire Hollins, Combs, Derbyshire.

Dr S.T.H. Mullet and Miss F.L. Hough. The engagement is announced between Simon, son of Mr and Mrs A. Mullet, of Great Missenden, Buckinghamshire, and Fiona, daughter of Mr and Mrs H.B. Hough, of High Wycombe, Buckinghamshire.

Mr A.L. Patrick and Miss J.M. Bateman-Champain. The engagement is announced between Alan, son of Mr and Mrs Brian Patrick, of Christchurch, New Zealand, and Joanna Mary, daughter of the Rev Nicholas and Mrs Bateman-Champain, of Cuffley, Hertfordshire.

Mr C.C. Sweeney and Miss F.L. Hillard. The engagement is announced between Conor, son of Captain and Mrs Charles Sweeney, of Rathgar, Dublin, and Catherine, daughter of Dr and Mrs Anthony Hillard, of Worpleston, Guildford.

Mr M.R. Whitehouse and Miss C. Elphick. The engagement is announced between Mark, eldest son of Mr and Mrs D.R. Whitehouse, of Northampton, and Caroline, elder daughter of Mr and Mrs S.R. Elphick, of Chalfont St Giles, Buckinghamshire.

Writer's POW gift to museum



Sir Laurens van der Post, the writer, speaking yesterday at the Imperial War Museum, to whom he gave the manuscript of *The Night of the New Moon* and other material about his experiences as a prisoner of war in the Far East (Denzil McNeelance).

Dahlias flourish in City flower show

By Alan Toogood
Horticulture Correspondent

Dahlias and chrysanthemums feature strongly in the City of London's flower show, which opened yesterday in Guildhall.

The exhibit judged best in show is a collection of dahlias staged by Mr D. Spencer, who has gained the National Dahlia Society's silver medal. His exhibit comprises two cactus dahlias, pink 'Kiwi Gloria' and 'White Moonlight', and a decorative variety, purple 'Senzoe Ursula'.

The society's bronze medal has been awarded to Terry and David Gillam, who are showing the cactus varieties 'Salmon Keene' and 'Grenadier Pastel' (popular pink show variety) and the white ball

dahlia 'Abridge Taffy'.

The best chrysanthemum exhibit is a vase of the deep purple-pink incurved variety 'Venice', which gained for Mr R.G. Mayo the Douglas Gooding trophy and the National Chrysanthemum Society's silver medal. This is a popular variety with other exhibitors. The NCS bronze medal has been won by Mr C.H. Busby with the white and yellow spray variety 'Pamela Oriol'.

Mr Alan Buller has fared well in the gladiolus classes and his prizewinning variety is 'Violetta' (deep violet), 'Tenderesse' (pink) and 'Georgette' (brilliant orange) are among the highlights of the show.

The rose classes are poorly supported as the Royal National Rose Society's

London festival coincides with this show. But the RNRS has made good the deficit with a superb display of floribunda rose 'City of London'.

Among the most popular roses introduced this year, this pale pink variety, raised by rose grower Jack Harkness, of Hitchin, Hertfordshire, has a powerful, sweet fragrance, derived from its parents, 'New Dawn' and 'Radox Bouquet', which are also featured here.

Mr C.F. Richardson gained the National Vegetable Society medal for the best exhibit a collection consisting of the mammoth onion 'Kelsae', celery 'Ideal', carrot 'New Red Intermediate' and parsnip 'Tender and True'.

The show is open today from 9am to 4pm.

Birthdays today

Mr John Barnes, footballer, 25; Major Sir William Wrixon-Becher, 73; Professor Malcolm Bradbury, novelist, 65; Lord Charteris of Amisfield, 75; Group Captain Leonard Chesbrey, VC, OM, founder, 71; Miss Joan Cross, opera singer, 88; Sir Colin Crowe, diplomat, 73; Mr J. Paul Getty, II, philanthropist, 56; Mr Peter Gill, stage director, 49; Miss M.G. Hampshire, former principal, Cheltenham Ladies' College, 70; Miss Diane Hayter, director, Alcohol Concern, 39; Mr H.D. Hughes, former principal, Ruskin College, Oxford, 74; Lord Jenkin of Roding, 62; the Marquess of Londonderry, 51; Sir Douglas Lovelock, former chairman, Board of Customs and Excise, 65; Professor Sir Brian Pippard, physicist, 68; Sir Anthony Quayle, actor, 75; Sir John Richmond, diplomat, 79; Mr Michael Robbins, former member, London Transport Exec, 73; Sir Neil Shields, chairman, Commission for the New Towns, 69; Air Marshal Sir John Whitley, 83; Mr Bruce Yardley, cricketer, 41.

Appointments

Latest appointments include: Mr Douglas French, MP for Gloucester, to be Parliamentary Private Secretary to Mrs Lynda Chalker, Minister of State, Foreign and Commonwealth Office.

Reception

HM Government will receive Lord James Douglas-Hamilton, Minister for Home Affairs and the Environment at the Scottish Office, was host last night at a reception held at 6 Charlotte Square, Edinburgh, for the Parole Board of Scotland.

Luncheons

Great Britain-USSR Association. Sir Curtis Keeble, Chairman of the Great Britain-USSR Association, and Lady Keeble were hosts at a luncheon held yesterday at 14 Grosvenor Place in honour of Sir Roderic Braithwaite, HM Ambassador designate to the Soviet Union. Lady Braithwaite, Sir Peter Blaker, Mrs Elizabeth Esteve-Coll and Mr and Mrs J.C.Q. Roberts were the other guests.

First Day Cover Club. Mrs Joanna Foster, chairwoman of the Equal Opportunities Commission, was the guest of honour at luncheon of the First Day Cover Club held yesterday at the Carlton Hotel, Bourne, to welcome the launch of the Edward Lear collection. Mr Keith McDowall was in the chair. Among other present were: Miss Diana Warwick, Miss Brenda Dean, Mrs Julia Thorne, Mr David Evans, Mr John Hulse, Mr Denis Seaton and Mr Michael Goodwin.

Mr M.J. May and Miss J.M. Langham. The marriage took place on September 3 in Milton Abbey of Mr Michael John May, only son of Brigadier and Mrs Peter May, of Hawkeley House, Stamfordham, Northumberland, and Miss Jill Langham, only daughter of Mr and Mrs John Langham, of Bingham's Melcombe, Dorset. The Rev Andrew Salmon officiated, assisted by the Rev Jim Lloyd.

The bride, who was given away by her father, was attended by Miss Susanna Nicholas, Joanna and Sarah Langham, and Lucy and Camilla Hovey. Mr Oliver Quick was best man.

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OBITUARY

THE RIGHT REV SYLVESTER MOONEY

Abbot at Douai for 40 years

The Right Rev Sylvester Mooney, OSB, who was Abbot of Douai from 1929 to 1969, and the sixth to hold that post, died on September 5, at the age of 102.

Later he had enjoyed the reputation of being the oldest Catholic monk in the world.

His death brings to an end the long tradition of those who came from Douai in France in the recusant period, and afterwards, to serve the emerging church in England.

He was a man of deep faith who was very special for his own community, for old boys of Douai School for Catholics in Berkshire and for many others with whom he came into contact during his long life.

Born in Waterloo, Liverpool, on June 14, 1886, Mooney was sent to be educated by the English Benedictines at Douai in Northern France.

When the community was expelled by the French government in 1903, under the Law of Associations, he came with the school to Woolhampton, near Reading, where he was to remain for the rest of his life.

He entered the novitiate as Brother Sylvester in 1904 and, after ecclesiastical studies, proceeded to Oxford in 1909 where he read mathematics at St Benet's Hall.

He was ordained priest in 1911 and commenced teaching in 1913. In 1921 he was appointed Prior of Douai.

In 1929 he was elected as the sixth Abbot of Douai and was instrumental in carrying out the community's intentions both to enlarge the school and to build a new Abbey Church, of which the apse and two bays of the sanctuary were completed before the outbreak of the Second World War.

His last achievement will be the building of the abbey church and the new monastery and the gradual consolidation of the abbey and school, underlining his extraordinary personal stability.

He was greatly loved by all who knew him. In his years of retirement he continued to be a vital member of the community. He could provide wisdom, appreciation of the values of past, and an awareness of the needs of the present.

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THE ARTS

TELEVISION

Double dealing

Duplicity has been the propellant behind the world's arms trade ever since Alfred Nobel invented dynamite and endowed the International Peace Prize with his fortune. *First Tuesday* (ITV) presented an exhaustive indictment of Sweden, which demonstrated that government officials, up to and including the late Prime Minister Olof Palme, had been part of a world-wide conspiracy to evade their own laws and supply arms to nations at war.

Palme, it was alleged, had even used an international peace conference in India as an opportunity to clinch an \$800 million gun deal. Bofors Nobel was the Swedish company whose profits, and 7,000 jobs in the small town of Karlskoga, had been ensured since the Vietnam War by a network of fraud. There was much sneering that such perfidy should flourish in neutral, pacifist, squeaky-clean Sweden, but a British division of ICI and two British dealers were also accused of complicity in the plot.

The name of Nobel symbolized the essential hypocrisy of the global armaments industry in the 20th century, which manufactures killing equipment that cannot, according to international and national legislation, be sold to any country likely to use it. The solution to the conundrum is a forged end-user certificate, a file-leaf supplied by a "consultant" for a fee of several million pounds, paid into a bank account in neutral, pacifist, squeaky-clean Switzerland.

The investigation seemed impressively thorough, though not ideally suited to presentation on television. Shots of Guildford High Street, a railway yard in Germany, or a shopping centre in Singapore neither incited moral outrage nor evoked the wicked, Frederick Forsyth glamour of international arms dealing.

The commentary suggested that there might be a link between the assassination of Olof Palme and the earlier suicide of the head of the Swedish War Materials Inspectorate, who jumped under a train after an argument with the head of Bofors Nobel, but did not pursue the idea to its sensational conclusion.

Celia Brayfield

Irving Wardle braves the RSC production of the latest play by Howard Barker

Bloody Troytown

DONALD COOPER



Bringing up babies: Nigel Terry (right) as Doctor Savage, confronted by infant-waving Trojans led by Darlene Johnson (rear, centre) as Areusa

After so many previous defeats, I do not approach Howard Barker's work in any hope of getting on to its wavelength. But I think it is true to say that his plays spring not only from a dark obsessive imagination, but also from a zealous rage towards the tiny section of the community who put themselves at his mercy as spectators. Barker's glittering eye fixes on them: bidding them forget the comfortable lies that normally pass for dramatic art, and pay attention to the actualities of human iniquity. "It is not true," roars the Scottish prologue to this new piece (Barker's third this year) "that everybody wants to be entertained"; a claim which Barker then puts to the test in a loose-limbed anachronistic action running to four and a half hours.

The Bite of the Night follows the quest of one Doctor Savage, the last classics teacher at a defunct university, in and around the Homeric past. The obvious model is the second part of Goethe's *Faust*, with Savage as the impious scholar translating an intellectual world into a domain of fleshly adventure, attended by a Wagner-like student (Hogbin) and preening his attentions on Helen of Troy. But just as Schliemann (who turns up as a counter-Faust) excavating at the price of human life, uncovered a series of Troys, so Barker propels his characters through a succession of alternative societies, all called Troy.

THEATRE

The Bite of the Night

Pit

The play, therefore, is more an exercise in political archaeology than a challenge to cultural archetypes. As usual with this author, there is little continuity of relationship, and characters are subject to abrupt and unexplained transformation.

Savage begins his quest for freedom ridding himself of family ties: bringing about his father's suicide and giving his son away to a soap-maker. Helen has an equally unfeeling daughter called Gay. Blind Homer drifts on from time to time, seeking an *amanuensis* for his latest epic, *The Ruinad*. And there is a menacing military contingent, corseted in ammunition belts, who play the power stakes as the city changes from Paper Troy, to Mum's Troy, and Clean Troy.

Detailed incident is at once extremely confusing and painful to watch. Helen's killed husband has his tongue torn out for talking too much. Savage's estranged wife is also "a woman of Troy": first seen (in the classically costumed figure of Darlene Johnson) as an enslaved concubine, and then — when the city

goes through its matriarchal phase — as a queen leading mass baby rallies, before being reunited with her errant spouse in an act of compulsory public consummation.

But, behind the deluge of unprepared events and often simultaneous action, Barker's main driving idea is simplicity itself: namely that Helen represents an erotic absolute which each political system perverts and dismembers.

He dismembering, needless to say, is presented literally. First her arms are amputated; then her legs. Finally the soap apprentice tries to get her distilled into bath cubes. Even as a trunk sewn up in a bag, she is so irresistible that everyone wants a piece of her: and it is the extraordinary achievement of Diane Fletcher that she makes you believe this.

Played around a megalithic cromlech, Danny Boyle's production is rich in the high-energy, committed performances, particularly Nigel Terry's gross, Ubu-like Savage, and Janet Ambury's Gay: a skimpily little figure with the harsh power of a commissar.

Wild plotting apart, what suppers the play for me are its cascades of dense rhetoric, and Barker's coldly manipulative returns to comic banality at the moments of greatest horror: as where the limbless Helen describes her superb new wardrobe: "I found this woman who really understands the trunk." That is the playwright speaking, not the incarnate Aphrodite.

Virtuoso vivace

Stephen Pettitt
meets French pianist
Cécile Ousset, the
soloist in tonight's
Promenade Concert



Cécile Ousset: relaxed but serious tone quality, flexibility and, not least, power. It has served Ousset's musicianship well in a large and constantly expanding repertoire.

Such is the humility of Cécile Ousset's playing and personality that her visit to the Proms tonight, for a performance of the Schumann Concerto, is bound to feel less like a guest appearance of a star of the keyboard than a reunion with a close friend. The concert marks another small step in what has been the slow establishment of her reputation, in France as well as in this country. That reputation has also been enhanced by a relatively recent spate of commercial recordings, and now a new contract with EMI promises to enlighten us still further in the scope of her compelling art.

Meeting her for the first time, it is hard to escape from forming the theory that the reason for the public's earlier reticence is what seems to be her carefree attitude towards her career.

"I learned from Magda Tagliaferro [the grande dame of French pianists, who died only recently], that the piano is secondary; that it is necessary to understand the world, to read, to go to the theatre, to meet and talk with people. Like Artur Schnabel, you know; he was not just a pianist. He — I am talking about when I knew him, when he was around 60 or so — was always open to the young, to life, to the human spirit."

This approach to life is apparent in Cécile Ousset's own relaxed friendliness. She is, nevertheless, nothing other than a serious and devoted musician. "Some pianists do exactly as they please, living from day to day. They are lucky to be able to do so. If they do not feel like playing a concert then they do not play. But I could not do that."

For me my career means sacrifice and self-discipline, doing what I have agreed to do and working rigidly to my schedule. For a married woman it is still difficult to be a professional pianist, but I am very fortunate to have my husband. Without him I simply would not exist. A highly successful man in his own right, and as genial as she is, Pierre often accompanies her on her tours.

Something of the rigour of Ousset's work and the selflessness of her personality is reflected in the annual summer school she runs, in her village, for advanced pianists. "There is a family atmosphere here and, yes, it helps if it is also a little vacation for them — but only a little — when they can go for walks and swim. But they are here above all to work; they have to work on technique for two hours each day."

The particular technique is one which has been developed and handed down to Ousset in a direct line running from Liszt, through Antoine Rubinstein, Isidore Philippi, Marguerite Long and Marcel Ciampi, and based upon depth of

tone quality, flexibility and, not least, power. It has served Ousset's musicianship well in a large and constantly expanding repertoire.

Among the seven or so issues planned for recording the next couple of years by EMI are three, perhaps four, concerto recordings, for three very different conductors: Gunter Herbig (Rachmaninov's Third Concerto), Kurt Masur (possibly Schumann, Weber and Mendelssohn's No 2) and Simon Rattle (both Ravel concertos, with *Le Tombeau de Couperin*).

Masur she has known for a long time. "He has offered lots of advice in the Germanic repertoire. Three years ago I did the Brahms First with him and the Royal Philharmonic Orchestra for the first time. But the learning process is mutual. In the finale of the Brahms Second, for instance, my tempo makes the music more Viennese than Germanic, and I think he likes that."

Likewise, she admires Gunter Herbig, with whom she has already played Rachmaninov's Third in America. "There are not many pianists who can find the facility to play this piece. It is very hard, especially for a woman. Rachmaninov, remember, had enormous hands. But often it is played with too much pedalling, and you lose the notes."

But how does she approach the recording process? "With recitals one likes to work in long takes, otherwise you lose atmosphere, the heat of the moment. The Liszt Sonata, for instance, I did almost in one. But it is not always possible in concertos. You have to reconcile so many things: the orchestra, the conductor, the soloist; and time is always so short."

Does she ever tire of the treadmill on which an international pianist is obliged to run? "It is important to review constantly one's repertoire. I learn a new concerto each year, and I am hoping that the EMI contract will include Roussel and Franck. The stock of music one has to draw upon is immense, even disregarding contemporary music."

"It is vital to refresh oneself by taking on new challenges. If not, the playing becomes merely habitual. Too many artists suffer from that."

Romanticism suits them

Andrew Davis took the Philharmonia Orchestra to romantic extremes on Monday night with youthful Weber and Richard Strauss, enclosing an account of the D minor Piano Concerto by Brahms that was oddly uncertain of its direction.

The soloist was Garrick Ohlsson, who dispensed generous fistfuls of notes throughout a piano part that was always firmly within his technical capacity, and in which his gradations of dynamics were a particular pleasure.

Yet the performance was often in danger of losing momentum even as early as the introduction

PROMENADE CONCERT

Philharmonia/Davis
Albert Hall/Radio 3

to the opening movement, and the contrasts and inequalities between soloists and orchestra found the latter running out of steam before it was over.

The inward-looking slow movement, rapt but almost soporific in its phrasing, became more of a

dirge than a chorale, and a spirited finale was somehow impeded by a texture with the general consistency of treacle.

Fears that the same might happen with the heavier orchestration and more intricate detail of *Also sprach Zarathustra* were happily refuted, when Davis gave attention to Strauss's wealth of instrumental colour, rather than any pseudo-philosophical ideas the composer associated with the work.

The broadly spacious "sunrise" music at the start (which became a cinematic favourite) was followed by an abundance of spirit and character to hold the work together. All the trickiest corners were securely negotiated, and the several instrumental solos found a natural focus in the balance of forces around them.

The performance provoked less a wry amusement at some of the musical pretensions than a renewed admiration for the skill and imagination of an orchestral wizard in his display of them.

Only eight years later, but with half a century's difference in age, Anton Webern showed every sign of following Strauss's example before he met Schoenberg.

Im Sommerwind is a rhapsodic nature-study for almost the same size of orchestra, and the performance at the start of this programme was eloquent tribute to a 20-year-old's poetic imagination.

Noël Goodwin

First appearances which augur well

LONDON DEBUTS

A gathering of former members of Musica Antiqua of Cologne, Les Adieux, Cologne is a small period-instrument group devoted to the cultivation of neglected 17th and 18th-century repertoire.

Their debut recital at St James's Piccadilly, included two Flute Quartets of Mozart: not as neglected as all that; but there was also an attractive Flute Quartet in E flat by J.C. Bach, Wilhelm Cramer's B flat major String Trio, Op. 3 No. 2, and a stunningly virtuosic Grand Duo for violin and viola by Carl Stamitz. Another work, a String Trio in A by one Anton Filtz, sensibly went by the wayside for the sake of a reasonable bedtime for us all.

The link between the pieces was, of course, Mannheim, since Filtz, Stamitz and Cramer all worked there and Bach and Mozart both made visits. Not all of the music was absolutely first-rate, but then it was something above second-rate, lacking only the late-Mozartian kind of profundity which the gods despatch so sparingly.

With such a pedigree, however, the playing was of the highest quality. Wilhelm Hazelzet's flute

sound has always been gratifyingly solid (even Mozart would have approved), while his colleagues, Mary Utiger, Hajo Bass and Christina Kyrianiades, formed an excellent, responsive and sonorous string trio.

The City of London Chamber Orchestra bills itself as London's first professional youth chamber orchestra. Its debut concert, in St John's, Smith Square, was characterized by some impressively accomplished playing, polished smooth by the resonance of the acoustic but also evidently thoroughly rehearsed.

Odd though it was to bill Beethoven's Seventh Symphony as "The Dance", the work received a tenacious performance under the baton of Christopher Zimmerman, making up for the somewhat ragged account Jack Brymer had given of Mozart's Clarinet Concerto.

There was also, to the orchestra's credit, the first London performance of Judith Weir's *Isti Mirati Stella*, which illustrates, in its journey from light to darkness, the scene on the Bayeux Tapestry of what we now know to have been Halley's Comet. This was not, perhaps, one of Weir's most immediately appealing scores, perhaps further hearings will reveal greater depths.

S.P.

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WEDNESDAY PAGE



Checkout challenge: Julia Hailes, environmentalist and author, goes shopping with her green list. "It means you are voting with your purse every day"

Green house effect

Some products cost the earth these days — literally. They pollute the environment, gobble up non-renewable resources, threaten endangered species and create waste on a colossal scale.

The conscientious supermarket shopper must now consider not only questions of low fat, high fibre and additives, but a whole range of other hazards: how much pesticide and artificial fertilizer has gone into producing that perfect tomato; is the Sunday roast packed with hormones and antibiotics; were two dozen hens crammed into a square metre to lay the breakfast eggs; is a cup of coffee contributing to widespread forest clearance; have thousands of herons been shot to farm that dinner party salmon; are your cleaning agents going to add to the toxicity of the seas?

Next week, however, sees a major push towards harnessing the growing concern over these issues to actual purchasing decisions. The message of Green Consumer Week will in effect be "getting your greens are good for you and everyone else".

"Consumerism is very effective. It means you are voting with your purse every day, not just once every five years," says Julia Hailes, a director of SustainAbility, the environmental communications company.

Hailes is co-author of *The Green Consumer Guide*, which covers every product and service imaginable. The guide aims to help identify what is bad and good, listing for example, chlorofluorocarbon-free aerosols, ecological cleaners, organic wines and suppliers of "real" meat, cheese and bread.

For her chapter on supermarkets she surveyed the top seven chains: Asda (120 stores), Bejam (265), Gateway (830), Marks & Spencer (263), Sainsbury (165), Sainsbury (279), Spar (2,450) but company policy only applies to own brands. Tesco (380) and Waitrose (84). Each was rated according to

Which supermarkets should the ecologically sound householder put top of her shopping list? Liz Gill reports

specific categories: organic foodstuffs and standards; availability of vegetarian food, free-range eggs and biodegradable detergents; presence of additives; policies on CFC aerosols, food irradiation and hormones in meat; as well as packaging, recycling facilities and general information.

The companies were then awarded stars corresponding to their degree of greenness. None merited the perfection of five stars but both Sainsbury and Sainsbury were given four. Sainsbury scored for having the best organic selection — from avocados and artichokes to digestive biscuits and yoghurt — whereas Sainsbury is a pioneer in stocking vegetarian dishes (the only range approved by the Vegetarian Society).

The two are vying for the top slot, Hailes says, with Asda and Tesco — three stars each — similarly involved in a race to demonstrate environmental friendliness. Tesco, for example, is introducing lead-free petrol at service stations.

Criticism of those which fall short (Marks & Spencer gained one star, Spar and Bejam none at all) is deliberately muted. "We wanted to be positive and show where there was room for improvement," Hailes says. "This is not about boycotts but about putting pressure where it works."

Since she did the survey in April companies have been getting back to her to update their positions. She accepts they may be motivated more by commercial considerations than by altruism. "We don't mind. In fact the whole idea of the week and the Guide

is to show it is worthwhile financially for companies to do this. These are business people and we don't expect them suddenly to forget all about money."

Research initiated by SustainAbility before it began the guide showed that it is the "inner-directed" consumer (the one who makes purchasing decisions by thinking about them, as opposed to the "outer-directed" consumer, who responds to image) who is most likely to switch brands because of green considerations. Such a group, according to Hailes, could account for one-third of the UK market.

A neutral assessment of the situation comes in a report out next week from Brand New Product Development, which advises manufacturers and retailers on market trends and opportunities for new ideas. There is no doubt, says managing director Dorothy MacKenzie, that the environment is now an important question for anyone dealing with the mass market.

Her survey covered a cross-section of the buying public but deliberately confined interviews to the non-committed. Mothers with children emerged as the single group most likely to take action. "Some sort of stake in the future seems to be a prerequisite for action," Her interviewees, however, said that they wanted green products to be at least as good as the ones they replaced and the only price increases they were prepared to accept were ones of peace rather than pounds.

Tessa Tennant, head of research for the Merlin Ecology Fund and a green

shopper, finds no clash between convenience and conviction. "It doesn't have to take longer or cost more. The main thing I'd like to see is for such goods to be available in every locality. It's absurd when people have to drive miles to buy green."

The fund, which was set up to give investment advice based both on a company's financial performance and its environmental record, has produced a report on the main supermarket companies to coincide with the week. Safeway tops its lists of recommendations on both counts.

Hailes believes that further advances in supermarkets are just around the corner, notably biodegradable detergents (none have any so far) and more organic foodstuffs.

One of the main problems is still the lack of universally recognized labelling systems, though many manufacturers mark their products "ozone friendly", "cruelty free", "free-range" and "organic". The three main bodies which have their own symbols of approval are the Soil Association, the Organic Farmers and Growers, and the Organic Growers' Association, though each has slightly varying standards. Eventually the green movement would like to see a "Green Label" that could be attached to goods that have passed the appropriate tests.

Hailes says her sister now refuses to go shopping with her. "It's not because I'm slow or difficult. It's because I tell the manager or the check-out girl why I'm buying something or why I'm not buying it. I say things like, 'Don't give me all those little plastic bags as well as the big one'. Telling them or writing to them is one of the most effective things you can do. It really does register."

The Green Consumer Guide by John Elkington and Julia Hailes is published on September 12 by Victor Gollancz (£3.95).

Help from in-house

A report, commissioned by the new weekly glossy *Riva*, out today, argues that "it is women who take the initiative to improve the enjoyment and quality of sexual relationships".

Relate (formerly the Marriage Guidance Council), which reveals in the report that 83 per cent of its clients are unaccompanied women and only 17 per cent are unaccompanied men, suggests that marriage and personal relationship counselling should become company policy. One in four working days lost in industry is a result of personal problems, Relate claims.

Might men take such things more seriously if they concerned not merely the marriage contract but the employment contract as well?

Professor Anthony Clare, the psychologist who, as a weekly columnist with *Riva*, contributed to its report, says: "Marriage counselling in the workplace should be seen as part of a broader trend towards counselling on alcohol, drugs and stress. It's not altruistic — companies should regard their staff as an expensive investment. But women are much more likely to take up offers of help than men: women are more willing to be seen to be failing, and that's a great strength. There is still the feeling that 'real men' sort things out for themselves."

Another problem Clare foresees is the way that "industry may only have one partner's problems at heart".

"We would have to make it clear that we were not a tool of management," says Arthur Jackson, author/consultant with the Midland region Relate, which is pioneering links with industry. Already the service is assisting the police, who have been setting up their own counselling services for officers suffering from the special stresses of the job that take such a high toll on marriage.

For the marriage guidance

Personal problems take their toll at work, but would company-provided counselling help?



Clare: "It's not altruistic"

service itself, such links could prove a lifeline to stop it going under. Waiting lists are daunting, as long as nine months in London and around three months in Birmingham. It costs £3,000 to train new volunteer counsellors and about £12 a session, which is not funded by the voluntary donations of those who come for counselling.

In desperation the service has been offering single, emergency sessions to those in immediate need — rather than waiting for a block booking.

Relate suggests that industry should sponsor a counsellor's training, or retain a resident counsellor on contract. "Our instinctive approach would be to offer the counselling off-site, because of employees' understandable worries about confidentiality," Jackson says.

"We were going to start a service in our Colchester factory," admits Trebor, PR manager Jo Fainlight, "but then the local press got hold of it and blew it out of all

proportion and put the frighteners on the project." Philip Hodson, psychotherapist, agony "uncle" for LBC Radio and BBC's morning *Going Live* show, says: "I'm not sure that industry needs marriage counselling, but all companies could function better if they understood human beings. People come equipped with problems as well as skills, and it's uneconomic to ignore them."

Control Data, a computer company with offices in UK, has already devised a confidential employee advisory resource (EAR) scheme which has so far been taken up by nine companies in Britain.

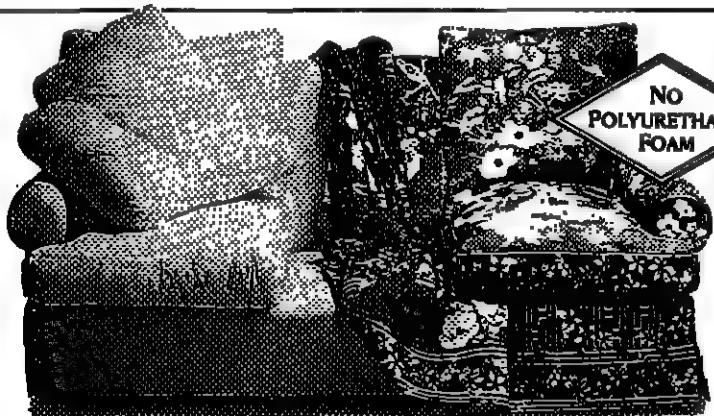
It costs about £20 a head for the primarily telephone counselling service, and more than 70 per cent of the calls have been to do with personal, rather than work problems, reports EAR's manager, Mike Megranahan. Surprisingly more men than women have taken up EAR's assistance — which bears out the theory that bringing such counselling into the workplace can redress the imbalance between the sexes.

"We do provide the companies with feedback," says Megranahan cautiously, "but usually only statistical."

Sally O'Sullivan, editor of *Riva*, observes: "Anything that leads people towards more successful relationships can't be bad, and although women may want counselling, perhaps men need it more."

Hodson, who has been approached to make a video on counselling for management training, says there is one big catch to company marriage counsellors. "Usually those most successful at clawing their way to the top, with one or two notable exceptions, are disastrous human beings: they're the last people who would favour counselling because it would call into question their whole set of values."

Alexandra King



BOTH THE CUSHIONS AND THE BODY COVERS ARE TOTALLY REMOVABLE FOR DRY CLEANING.

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BRIEFLY

A round-up of news, views and information

The whole business

Deborah Fowler found herself with a young baby to support, and was determined not to have to farm her out to a childminder. "So I started my own business — with no capital, no permanent home and at a time when the political climate offered very little support to the would-be entrepreneur." It was a mail order children's clothing company. Now her business is writing books to make the plunge into self-employment less frightening for others. More and more women, attempting to combine mother-

hood with making a living, are starting up their own small businesses and, it seems, are natural entrepreneurs who can easily adapt household management skills to running a business. The first hurdle to overcome is the apologetic "I'm only a housewife" mentality. Then it's on to time and motion studies, Value Added Tax assessments and all the other intricacies with which *The Woman's Guide to Starting Your Own Business*, by Deborah Fowler (Thorsons, £6.99) so admirably copes. There is a good list of businesses to start up, advice on professional indemnity and even — for the pessimists — on liquidation.

On the house

Children are invited to come dressed as their favourite storybook character to the "Best of British Books Extravaganza" run by The Red House book club at Chiswick House, West London on Sunday. Families are urged to bring a picnic and

make a day of it. Favourite children's authors and characters will be on hand from noon in the grounds of Chiswick House in Park Road, Chiswick, London W4 (off the A4), and there will be fancy dress parades, stalls, competitions and live music. Entry donations are 50p, and go towards the upkeep of historic Chiswick House. Further details from the Friends of Chiswick House on 01-994 5691 or The Red House on 0993 774171.

Stately homes

Doll's castles are a bit of one-upmanship for aspiring little princesses (and their parents, who are often the real collectors) and John Butler, of Weston-Super-Mare, will make them to order for £280 to £1,200. The more ambitious edifices feature the customer's coat-of-arms emblazoned on intricate stained glass windows. His own, three globes with lids, adorns his show-castle, a top-of-the-range extravaganza loosely based on

Berkeley Castle, Gloucestershire, where Edward II was murdered but Butler will copy his customers own historic piles if they prefer. Butler's is at 7 Palmer Row, Weston-Super-Mare, Avon (0934 29247).

Quote me...

"Had my husband's job been in Glasgow, Aberdeen or Exeter, it would have been a problem. I don't think as a mother I would have been prepared on Mondays to come down to London to sit in Parliament and go back late Thursday night or Friday morning." Margaret Thatcher

Victoria McKee

RIVA

Out today. 50p.

The glossy women's magazine

gloss over the news.

TELEVISION AND RADIO

Compiled by Peter Dear
and Jane Rackham

An arresting contrast



Update on the boys in blue: Sean Chapman (left) as Tom Riley in a black comedy based on the classic Ealing film and Dirk Bogarde in the same role in the original version (BBC2, 9.25pm)

TELEVISION CHOICE

I suspect there was serious intent behind Arthur Ellis's *The Black and Blue Lamp* (BBC2, 9.25pm) but it ends up like a Monty Python sketch which has outstayed its welcome. The idea is a novel one: to contrast the cosy police image represented in the classic Ealing film, *The Blue Lamp*, with the gritty realism of the investigations it is revealed that Riley is gay and that dear old Dixon was (wait for it) a child molester. The solicitor engaged by Riley manages to hang himself and there is further carnage as PC Taffy Hughes, another character from *The Blue Lamp* and still suffering the head wound inflicted by Riley in 1949, goes on a Rambo binge. There are many good jokes in *The Black and Blue Lamp* but in the end they defeat their purpose. If the modern segment is supposed to be a parody of *The Bull*, as the name, *The Bull*, and its *Bull*-like opening credits suggest, it is not a very subtle one.

The history series, *Timewatch* (BBC2, 8.10pm), returns in its new single-episode format with a film by Christopher Frayling about Jack the Ripper. It is not, you may be relieved to know, yet another fruitless speculation on the Ripper's identity. Instead Frayling concentrates on setting the gruesome events of 1888 in the social context of their time, looking at a Victorian London torn by urban crisis and class conflict. He emphasizes the importance of the "new journalism" in making the Ripper into what we would now call a "media event" and helping to turn history into legend. And he puts an interesting feminist gloss on the theory that the Ripper may have been a medical man. Victorian doctors, it seems, were not averse to carrying out needless operations on women for the sexual pleasure of inflicting cruelty.

Peter Waymark

The mote in the Eye

RADIO CHOICE

Tonight's Profile (Radio 4, 9.25pm) kicks off with what sounds suspiciously like slander. Ian Hislop, editor of *Private Eye* is called a rat. Not until some time later does it emerge that what Barry Fantoni has said about his colleague is actually factually complimentary to him. Fantoni is an authority on Chinese horoscopes which overturn popular conceptions about the link between us and the animal world. Thus, Fantoni reads Hislop as a rat because he finds him incredibly intelligent, perceptive, and a man of great subjectivity. He cannot, in short, find a black mark to set against him. But when he says that, in Hislop, there is a rat in the making, a St Rat — we must assume that his tongue is thrust so deeply into his cheek that puncture of the skin is imminent. With one glaring



Ian Hislop: In Chinese terms a perfect Rat? (R4, 9.25pm)

exception, the gossip columnist Nigel Dempster, everyone who contributes to this profile has been bowled over by the character and talent of Hislop. Dempster finds nothing in the man that pleases him. Perhaps I had better not dwell on what he thinks about his physical characteristics. As for his journalistic talent, Dempster

reiterates what he said when it was announced that Hislop would edit *Private Eye* — that his future was in the Christmas cracker market. Although there is talk of the "chilly austerity" of the actor-manager Henry Irving in *Lord of the Lymington* (Radio 4, 11.00am), there is no hint of it in Daniel Massie's robust impersonation of the theatre's first knight. And there is nothing chillingly austere about his response when asked what he thought of the organ specially imported into the Lyceum for a performance of *Faust*: "It sounds like an archbishop piddling." Shaw thought Irving's Shakespeare productions were "costly Bactrianism". Irving's dresser, Walter Collinson, was more down to earth. Asked by his master whether he agreed with the public that Hamlet was his greatest creation, he replied: "No, Macbeth. You sweat twice as much in that."

Peter Davalle

BBC1

- 6.00 *Chester* AM.
6.30 *Seven in the Sky* Wives Work? (7.00, 8.55) Weather. 7.00 Breakfast Time with Pamela Armstrong and Sally Jones. Includes national and international news at 7.00, 7.30, 8.00 and 8.30; weather at 7.25, 7.55 and 8.25; Plus Kirsty Wark reporting from the Trades Union Congress in Bournemouth. 8.55 Regional news and weather.
9.00 News and weather followed by *Geoffrey Smith's World of Flowers*. The history of irises (r). 9.30 *Model World*. Bob Symes-Schultzen with controlled flight model aircraft (r).
10.00 News and weather followed by *The Fighting Devil Dogs* (b/w). Episode 10 of the 12-part vintage adventure yarn. 10.25 *Children's BBC* presented by Simon Parkin beginning with *Play School* (r). 10.50 *Perishers* with the voice of Leonard Rossiter (r). 10.55 *Five to Eleven*. Nicola Pagett with a reading.
11.00 News and weather followed by *Arthur Negus Enjoys*. Accompanied by Robin Butler, Arthur Negus explores Kingstone Lisle, Oxfordshire (r). (Ceefax) 11.30 *Cook With Clara*. Clara Connery prepares quick dishes; Bill Macmillan designs a floral table arrangement; Paul Clark suggests some appropriate wine (first shown on BBC Northern Ireland).
12.00 News and weather followed by *Cricket* (r). (Ceefax) 12.50 *Cartoon* 12.55 Regional news and weather.
1.00 *One O'Clock News* with Michael Burk and Philip Hayton. 1.30 *Neighbours*. Charlene's latest night guest ends up with more than he bargained for.
1.50 *Cricket*. Live coverage of one of today's Refuge Assurance Cup semifinals.

BBC2

- 6.55 *Open University: Education — A Second Chance*. Ends at 7.30.
9.30 *Trades Union Congress 1988*. Live coverage of the third day of proceedings at Bournemouth including the debates on the Government's training scheme and the new community charge.
12.30 *Cricket*. A semifinal match in the Refuge Assurance Cup. 1.30 *Pigeon Street* (r). 1.35 *Cricket*. Further coverage of a Refuge Assurance Cup semifinal. 1.50 *Ceefax*.
2.00 News and weather followed by *Wild Flower*. Michael Jordan explores the history of heather (r). (Ceefax)
2.10 *Trades Union Congress 1988*. Further coverage includes the debates on the economy and transport. Includes news and weather at 3.00 and 3.50.
3.00 *Cricket*. The closing covers of a Refuge Assurance Cup semifinal. 3.50 *Cricket*. A semifinal match in the Refuge Assurance Cup. 4.50 *Cricket*. A semifinal match in the Refuge Assurance Cup. 5.00 *Cricket*. A semifinal match in the Refuge Assurance Cup. 5.10 *Cricket*. A semifinal match in the Refuge Assurance Cup. 5.20 *Cricket*. A semifinal match in the Refuge Assurance Cup. 5.30 *Cricket*. A semifinal match in the Refuge Assurance Cup. 5.40 *Cricket*. A semifinal match in the Refuge Assurance Cup. 5.50 *Cricket*. A semifinal match in the Refuge Assurance Cup. 6.00 *Cricket*. A semifinal match in the Refuge Assurance Cup. 6.10 *Cricket*. A semifinal match in the Refuge Assurance Cup. 6.20 *Cricket*. A semifinal match in the Refuge Assurance Cup. 6.30 *Cricket*. A semifinal match in the Refuge Assurance Cup. 6.40 *Cricket*. A semifinal match in the Refuge Assurance Cup. 6.50 *Cricket*. A semifinal match in the Refuge Assurance Cup. 7.00 *Cricket*. 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MARKETS	THE POUND
FT 30 Share 1426.0 (+5.5)	US dollar 1.7045 (+0.0190)
FT-SE 100 1768.0 (+3.5)	W German mark 3.1388 (+0.0123)
USM (Datastream) 159.69 (+1.3)	Trade-weighted 75.9 (+0.4)

Executive Editor
David Brewerton

NEI wins £75m Iraq contract

Northern Engineering Industries has become the first British company to exploit the opportunities for capital goods exports to Iraq opened by the Gulf War cease-fire. It signed a power station contract, worth a minimum of £75 million, with the Iraqi Ministry of Industry and Military Manufacturing yesterday.

Pleasurama rebuffs Mecca

The board of Pleasurama has formally rejected Mecca's £700 million takeover bid in a letter to shareholders. Mr Warren Tuddenham, the managing director, says: "Mecca is only one third our size and has experience in only a quarter of our business. Mecca does not fit."

He says that Pleasurama has since identified "better investment opportunities than Mecca's principal businesses."

STOCK MARKETS

New York	Dow Jones	2089.92 (+5.33)
Tokyo	Nikkei Average	27320.51 (-21.07)
Hong Kong	Hang Seng	2502.08 (-8.10)
Amsterdam	Amsterdam Gen	285.7 (+1.9)
Sydney	Sydney All	1588.2 (-3.3)
Frankfurt	Frankfurt	1481.8 (+5.4)
Brussels	Brussels	4909.8 (+14.6)
Paris	Paris CAC	3483.3 (-1.6)
Zurich	Zurich S&K Gen	487.5 (+0.1)
London	FT-30 All-Share	1426.0 (+5.5)
	FT-100	1768.0 (+3.5)
	Gold Mines	194.1 (+2.8)
	FT Fixed Interest	95.74 (+0.07)
	FT Govt Bonds	86.83 (+0.25)

MAIN PRICE CHANGES

INSEES	Woolstonholme Rick	545p (+30p)
	Taylor Woodrow	824p (+37p)
	Western Motor	501p (+13p)
	Brant Walker	370p (+13p)
	Capital Radio	323p (+14p)
	Tate	210p (+10p)
	Peritold	383p (+10p)
	Anglia Sec	407p (+10p)
	Amec	347p (+9p)
	Railway	225p (+10p)
	A. McAlister	385p (+10p)
	Ladbroke	444p (+9p)
	Al MacKay	320p (+15p)
	Calder Group	282p (+23p)
	Hartinger	170p (+12p)
	Mervale Moore	400p (+10p)
	Helical Bar	304p (+9p)
FALLS	Moss Bros	210p (-12p)
	Cannon Street	288p (-21p)
	C Barker	136p (-21p)

INTEREST RATES

London Bank Base	12%
3-month interbank	12 1/4-12 1/2%
3-month eligible bills	11 1/2-11 3/4%
buying rate	
US Prime Rate	10%
Federal Funds	8%
3-month Treasury Bills	7.20-7.18%
30-year bonds	100 1/2-100 3/4%

CURRENCIES

London	New York
£: \$1.7045	£: \$1.7030
DM: 1.388	DM: 1.8432
SwF: 2.5462	SwF: 1.5536
FF: 10.8915	FF: 6.279
Yen: 230.52	Yen: 132.42
Index: 75.9	Index: 99.1
ECU: 0.66928	SDR: 0.770933

GOLD

London Fixing	AM \$427.65 pm \$428.45
close	\$428.00-\$428.50 (\$251.76-252.25)
New York	Comex \$428.20-\$428.70

NORTH SEA OIL

Brent (Oct 1) pm \$13.75bbl (\$13.95)
* Denotes latest trading price

THE STOCK WATCH

Market news on Stock-watch yesterday included: Ladbroke (02640) 10p higher after a favourable presentation; Blue Circle (01118) gained 9p ahead of figures; Glaxo (01414) added 8p on drug hopes; George Wimpey (02127) rose 9p in a building stocks rally; agencies toiling ground were Blue Arrow (02541), down 3 1/2p, and Charles Barker (01810), 21p off.

● Ealing Electro-Optics has been deleted from the list.

● Calls charged 5p for 8 seconds peak, 12 seconds off peak inc. VAT.

Barlow Clowes gilt funds 'broke rules'

By Lawrence Lever

The five principal Barlow Clowes investment schemes in which about £180 million of the public's money was invested were flawed in various respects, according to documents seen by *The Times*.

In some cases the schemes clearly breached statutory rules for licensed dealers. The Inland Revenue was aware of taxation deficiencies in at least one scheme. The deficiencies in the schemes, marketed by Barlow Clowes as "portfolios," raise questions about the diligence of the financial intermediaries who recommended them.

They also call into question the role of the Department of Trade and Industry, which would almost certainly have been supplied with details of some of the portfolios marketed in Britain by Clowes.

The deficiencies are highlighted in a lengthy affidavit prepared by Mr Walter Hoffman, one of two DTI inspectors appointed to investigate Clowes last November.

Mr Hoffman says of Portfolio 78, a Barlow Clowes gilt scheme marketed in Britain: "The monthly statements (to investors) do not reflect the

true results of the investment management."

"Because the directors wished to deter new Portfolio 78 investors... the rates have been progressively lowered so that in recent months they have only given as the achieved rate between 4-5 per cent although the gilts themselves were yielding 9-10 per cent."

In line with other Barlow Clowes portfolios, Portfolio 78 offered investors a guaranteed minimum rate of return. Each month it would tell investors what the expected return was for the next month.

DTI focus

and say what rate had been achieved the previous month.

Mr Hoffman says: "The guaranteed, expected and achieved rates each month are pre-determined rates entered into the computer system which bear no relation to what could be achieved."

The affidavit makes clear that the Inland Revenue was aware of taxation problems with Portfolio 78 which had been incorrectly marketed to investors as producing only capital gains, not income.

Mr Hoffman criticizes the operation of Portfolios 30 and

37 — also British based and within the DTI's sphere of responsibility. He says "aspects of the Portfolio 30 operation involve breaches of the Licensed Dealers (Conduct of Business) Rules 1983 and/or the management agreement." For example, "deposit interest received has so far never been allocated to the clients."

"This portfolio (37) does take some dividend, in theory on a low coupon gilt and therefore the client does have some income tax deducted at source. In practice no allocation of tax appears to have been made and annual statements appear not to have been furnished to clients to enable them correctly to complete their tax returns."

According to an internal memorandum included in the affidavit, Spicer and Oppenheim, the former accountant to Barlow Clowes, had grave reservations about the taxation and other aspects of Portfolio 68 — an offshore scheme — and advised the company to return the money in the Portfolio to British investors.

Spicer's concerns appear also to have applied to Portfolio 28, another offshore scheme run by Barlow Clowes.

Pernod-Ricard loses appeal over IDG bid

By Graham Searjeant, Financial Editor

The Takeover Panel, under its chairman Lord Alexander, refused last night to reverse the weekend ruling of its executive which allowed Grand Metropolitan to increase its bid for Irish Distillers Group from 1400p (34p) to 1525p.

The ruling against the appeal on behalf of Pernod-Ricard means that GrandMet can put its bid to all shareholders. But an open bid auction still depends on the outcome of Pernod's efforts in a Dublin court today to enforce a verbal agreement which, together with written commitments from other shareholders, would give it control of 52 per cent of IDG.

IDG's board is now in the embarrassing position of having continued its approval of an 1450p a share bid from Pernod-Ricard on Monday,

even though a 17 per cent higher offer from GrandMet was available to shareholders.

At 11am today, the focus of the bid battle for IDG will switch to the High Court in Dublin. Pernod-Ricard will ask the court to enforce what the French drinks group believes was a verbal contract with IDG's biggest shareholder, the McCann family food group FIF-Fytes, to accept Pernod's 1450p bid.

FIF-Fytes, which owns 20 per cent of IDG's shares, declined to sign a commitment on Sunday afternoon after the Panel executive ruling freed GrandMet to make its 1525p bid at the last moment.

The Court will hear three affidavits from Mr Thierry Jaquet, president of Pernod-Ricard, and from his advisers,

Schroders and National City Brokers of Dublin, which are designed to show that a verbal contract existed. Affidavits may then be heard from FIF-Fytes.

But it is far from clear whether the case will be decided tomorrow. The judge or either party may need time for consideration. There might even have to be a full court hearing later, freezing decisive action on the bid.

If judgement is delayed, the injunction taken out by Pernod on Monday, which stopped FIF-Fytes selling to anyone else until tomorrow's hearing, could be extended. If that happened, it is not clear whether IDG's shares would continue to be suspended from dealings on the International Stock Exchange in London.

Sedgwick dips 23% to £61m

By Carol Ferguson

Low insurance rates and a weak dollar reduced pre-tax profits at Sedgwick Group, Britain's largest insurance broker, by 23 per cent to £61.9 million in the first half of 1988. The shares held steady at 234p.

Mr Carl Mosseimans, the chairman, said the results reflected the fact that insurance rates worldwide continue to be depressed while Mr David Rowland, the chief executive, said that revenues were down by just 3 per cent, if the effect of the dollar was ignored.

Earnings per share in the half year fell to 9.8p compared with 12.4p in the comparable six months of last year, but the dividend remained at 4p net.

Tempos, page 22

Woodrow shares leap on bid talk

By Geoffrey Foster

Speculation intensified yesterday on a bid materializing soon for Taylor Woodrow, the construction and property group. Its shares soared to 636p at one stage, before closing 40p higher on the day at 627p.

This followed P&O's increasing its stake in the company from 8.5 per cent to 9.9 per cent.

P&O, the shipping and property group, headed by Sir Jeffrey Sterling, is said to be on the verge of launching an £8 a share bid, valuing Taylor Woodrow at £1.2 billion.

The shares are up from the July level of 430p when Sir Jeffrey revealed a 6 per cent shareholding in TW, calling it a "trade investment in a company with a number of

similar interests." He also said he had great respect for Taylor Woodrow's founder and life president, Lord Taylor, and that "there is no way P&O will make an aggressive bid."

Analysts are agreed that the businesses of P&O and Taylor Woodrow would complement each other perfectly. Sir Jeffrey is obviously keen to get his hands on Taylor Woodrow's impressive property portfolio which includes many prime sites.

Taylor Woodrow recently showed pre-tax profits in the six months to June 60 per cent up at £34 million, on a 41 per cent increase in turnover.

Analysts believe that P&O will increase its stake to 14.9 per cent before launching an offer.

October crash grounded US takeover deal



Flying high: Gary Allen, whose firm makes aerospace alloys, at Farnborough air show. (Photograph: Denzil McNeelance)

IMI reports soaring business

By Cliff Feltham

IMI, the Midlands-based engineering group, yesterday revealed that it had been on the brink of making a big acquisition in the United States before the stock market crash.

Mr Gary Allen, the managing director, who was reporting a sharp rise in profits for the first half of this year, said IMI had agreed to pay £90 million for the US business. He said IMI pulled out

when the American company, which he declined to name, refused to renegotiate a lower price after the crash. If the takeover had gone ahead, it would have matched IMI's previous most costly deal — the acquisition of Martonair, the pneumatic control equipment group.

Mr Allen said that during the first six months of this year, IMI raised pre-tax profits 21 per cent to £48.5

million. Earnings per share before extraordinary items showed a 19 per cent improvement to 10p a share. The interim dividend goes up 14.5 per cent to 3.15p a share.

IMI, which has been restructured into a high technology manufacturing group, benefited from increased activity in the aerospace industry.

The company is the world's leading producer of specialist

titanium alloys used in the manufacture of aircraft.

So far this year IMI has made acquisitions totalling £35 million and Mr Allen said it remained on the look-out for companies which would fit into its existing business. This embraces fluid controls, building products, drinks dispensing, refined and wrought metals, and special engineering.

Tempos, page 22

Cannon St in £42m share issue

By Cliff Feltham

Cannon Street Investments, whose takeover spree has so far turned more than 40 of its executives into millionaires, yesterday launched a £42.3 million rights issue to help pay for its latest string of acquisitions.

Mr Bill Hisslop, the chairman, is spending £21.1 million on an electronics company, a supplier of building components, and a country hotel in Lancashire. "After the rights issue we will be left with a war chest of about £25 million, which we will use for other acquisitions," he said.

Shareholders are being asked to subscribe for one new share at 240p for every three currently held. On the stock market the existing shares fell 21p, to 279p.

Cannon Street also announced a 79 per cent improvement in pre-tax profits to £7.2 million for the first half of the year. Earnings per share rose 28 per cent to 8.59p. The interim dividend goes up from 2p to 3p a share, making a forecast total dividend for the year of 8p.

In its latest deals, Cannon Street is buying Altai, a distributor of electronic components used in audio and hi-fi equipment, which made profits of £2.3 million last year. Weston, a supplier of taps, radiator valves, and plumbers' fittings, currently making profits of more than £700,000 a year, and Har-Graves, a company which owns and operates the Georgian House Hotel in Blackrod, Lancashire.

Cannon Street, which aims to float businesses once they have reached a sufficient size, said it was hoping to offer shares to the public in at least four companies during the next 12 months.

Pound back above \$1.70 as money market rates ease

By David Smith, Economics Correspondent

The pound climbed back above \$1.70 yesterday, and money market rates eased. But dealers were reluctant to rule out higher base rates, particularly if the next set of trade figures is poor.

The pound has benefited from Britain's high level of interest rates at a time when there has been an absence of important new information on the economy. Signs of a slowdown in the US economy have also hit the dollar.

The pound closed 1.9 cents up at \$1.7045, and 1.2 pence higher at DM3.1388. The dollar slipped by 1.35 pence

to DM1.8415, and from ¥136 to ¥135.3. A forecast out today from Goldman Sachs, the US investment house, predicts base rates of 12-13 per cent until the end of the year, but gives a warning that significant capital flows out of sterling could push rates much higher than this.

The Government cannot afford to let sterling fall sharply, the forecast says, because of the boost that this would provide for inflation. But the firm advises clients to sell sterling on any rallies.

In West Germany, new figures point to the economy

having grown more strongly than had been thought. Second quarter gross national product figures showed a rise of 3.4 per cent on a year earlier, for a growth rate of 3.9 per cent in the first half.

Herr Gerhard Stoltenberg, the West German finance minister, predicted growth of more than 3 per cent for the year as a whole.

The strong German data added to pressures in the European Monetary System. The French authorities were forced to intervene against the mark.

Comment, page 23

WPP bid may have collapsed over headhunter buyout price

Charles Barker ends takeover talks

By Wolfgang Münch

Charles Barker, the public relations firm, has finally called off takeover talks with WPP, the advertising agency headed by Mr Martin Sorrell. But it may not be the end of the story.

The Times understands that WPP, which is believed to have offered £43 million for Barker, was not consulted over the announcement and is still interested in the public relations side of the business, although not in the recruitment and advertising subsidiaries.

Mr Ian Butcher, group finance director of Charles Barker, yesterday blamed WPP's recent share price performance, its loss of the IBM account and the stock market slide for the collapse of the talks.

However, informed sources maintain that yesterday's events followed an internal row over the buyout terms for Charles Barker's headhunting subsidiary Norman Broadbent International, the

12-man operation which accounts for between a third and a half of the group's more than £4 million profits. Mr Butcher added that at no stage have there been proposals over a buyout of NBI and the company will stay in the group.

Mr Butcher's statement yesterday contradicts speculation that, prior to the WPP approach, Mr David Norman, chairman of Charles Barker, agreed to an £8 million buyout of NBI.

WPP had asked for £12.5 million, but at that price the management buyout could not be financed and an alternative buyer could not be found. Although Mr Norman, still chairman of NBI, and Mr Miles Broadbent, the chief executive, agreed the £12.5 million price, it is understood that Mr Julian Sainty, an NBI director, thought the price too high. Mr Sainty is on holiday in Scotland this week, and was unable to comment.

Charles Barker's share price yesterday fell 21p to 137p, reflecting more than just that takeover talks are over. Mr Mark Sheppard, an agency analyst at Philips & Drew, the broker, said that the failure of the bid had "damaging implications for the business. It has got to affect morale and the company's ability to attract or even maintain its staff."

The negotiations have lasted for at least five weeks. Like Mr Sheppard, many observers have failed to understand why Mr Norman disclosed the bid talks in the first place.

Originally a private company, headed by Mr Norman and Mr Broadbent, the company was sold to Charles Barker. However, analysts argue that a headhunting firm, with its embarrassingly high profit margins, is better left in the private sector. As a consequence, Mr Norman's u-turn nearly came full circle as he intended to lead the company back into the private sector.

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Analysts raise forecasts as Bowater interims soar 76%

By Colin Campbell

Bowater Industries, where the top management has been improved radically in the past 15 months, yesterday reported interim pre-tax profits 76.3 per cent higher at £30.5 million. The results moved analysts to upgrade sharply their year-end forecasts of the group's figures.

Mr David Lyon, the group's chief executive, said that there had been an all-round improvement in the group. He also said that margins had improved and that the outlook for the rest of 1988 was encouraging.

The group is raising its interim dividend from 5.25p to 7p a share, partly to reflect improved earnings but also in a move towards greater equal-

ity between interim and final payments.

Interim net earnings were 17.9p a share compared with 11.6p a share in the previous first half. In all of the 1987 financial year, Bowater Industries achieved net earnings of 36.7p a share, from which it paid a total dividend of 12.5p a share.

Bowater shares rose by 4p to 419p on the results.

Mr Lyon said it was not a case of top management merely waving a magic wand, but that results reflected the hard effort by all employees.

The board was particularly impressed that since the recent approval of a savings-related share option scheme, 44 per cent of the group's

eligible UK employees had decided to participate.

The trading profits of Bowater Industries' packaging and industrial products division rose from £10.6 million to £20.4 million, and in its merchandising and services division from £6.6 million to £13.3 million.

Profits from tissue and timber products fell from £3.7 million to £3.2 million. Mr Lyon said that in Australia competition in the lower price sector of the tissue market continued, adversely affecting profits there.

But the group's heavy capital expenditure programme will increase the production capacity of premium quality tissue, which should lead to

firmer profits in 1990 and beyond.

As yet there has been no adverse impact on the group's building products operations following higher interest rates.

Bowater remains on the lookout for acquisitions to enhance its core business.

Mr Lyon said the group was now built on four core divisions: printing and packaging, corrugated and laminating businesses, building materials, and Australia.

The merchant engineering division had won several contracts which would benefit the second half of the current financial year. The freight division had also significantly improved profits, he said.

Tempus, page 22

Falklands contract for C&W

Cable and Wireless is installing a £5.4 million digital telephone network in the Falkland Islands which will be ready for service in 1990.

The new system will replace the existing analogue one and will provide international direct dialling, conference calling and call diversion through a System X exchange. Telex, facsimile and high speed data services will also be available.

The cost of the new system will be met by the Falkland Islands government and Cable and Wireless, which will operate the new domestic network under a 22-year licence.

Profit doubled at Clayform

Clayform Properties, the company which failed in its £108 million bid for Sited & Simpson, the shoe retailer, has lifted pre-tax profits from £3.48 million to £7 million for the first six months of the year. The interim dividend rises to 3.1p per share from 2.8p. Earnings per share are 13.6p against 6.3p.

Lopex buy

Lopex, the marketing communications group, is buying a 40 per cent stake in Gullit & Hoffmeier, a West German advertising agency, for DM1.4 million (£446,000). Pre-tax profits at Lopex rose by 35 per cent to £2.75 million in the six months to June 30, on turnover up 8.3 per cent to £73.21 million. Earnings per share were 9.26p and the interim dividend is raised from 2p to 2.4p.

Campari rises

Campari International, the clothing and sports goods distributor, achieved pre-tax profits of £739,000, up 41 per cent, in the six months to May 31. Turnover was up £1 million to £12.66 million. Earnings per share increased from 5.36p to 6.5p. The interim dividend was raised to 2.0p from 1.5p per share.

Director goes

Mr Graham Begley has resigned as finance director of Respak, the manufacturer of aerosol valves. Mr Robert King, the group chairman and chief executive, said that Mr Begley's resignation was by mutual agreement and was amicable.

VPI expands

VPI Group, formerly Valin Pollen, is to establish a new company, Valin Pollen International, for the development of the group's international operations under the chairmanship of Mr Angus Maitland, VPI deputy chairman.

Sterling comes back but beware the rally

COMMENT

Sterling, which last week appeared to be tottering on the brink of a major sell-off, has turned out to be remarkably resilient. Yesterday it climbed above \$1.70 and held up well in the DM3.13-3.14 range against the mark. The money markets felt comfortable enough to ease rates down a notch, even if the equity market rally ran out of steam.

The pound is being pulled by two opposing forces. Bearing down heavily on sterling are the economic fundamentals, which are heavily negative. Keeping it afloat is the interest rate differential in Britain's favour. At times when there is no new information about the fundamentals available to the market then sterling can be expected to drift upwards. But the clear message is that one should beware the present sterling rally and that more nasty news could be round the corner.

The economists at Goldman Sachs, who contributed to a bullish mood for sterling earlier in the summer, now advise selling into any rallies. Their "soft landing" forecast has sterling declining gradually, and if the Chancellor is still around in a year's time he may see his old DM3 target reached once more.

In their "hard landing," however, the pound's fate could be more dramatic.

As Goldman's Gavyn Davies says: "No G7 economy has been able to run current account deficits of 3 per cent or more of GDP for very long without facing severe exchange rate problems."

Apart from the current account, which has been analysed *ad nauseum*

since the July trade figures were published, the other factor weighing down on sterling is that Britain no longer has the monopoly on growth. Japan's spirited economic performance this year has been known about for some time, but the transformation of Germany from stagnation to robust recovery may still not have been fully taken on board.

A few months ago the German finance minister would not have been believed if he had said that his economy's growth rate would exceed 3 per cent this year. Now, after second-quarter figures showing gross national product 3.4 per cent up on a year earlier — and a first half in which the growth rate was 3.9 per cent — Germany could even creep up towards 4 per cent growth.

Against this background, and the much lower inflation risk in the Federal Republic, the pound no longer looks like the darling of the European currency markets. There is a clear link between growth rates and currencies, if only because strong growth is seen as more likely to generate a policy response.

Should the Chancellor's policy of restraining growth work, the effect, in time, should be to help the current account deficit, put by Goldman Sachs at £13 billion-£14 billion this year and more than £15 billion next year. But the short-term effect of a growth slowdown would also be a weaker pound. This week's rise notwithstanding, sterling, it appears, cannot win.

BAT deserves recognition

Half-time profits from BAT today will be more than usually overshadowed by events elsewhere. The Farmers acquisition, which is set to transform the quality of the group's income, will not, of course, be included until after the final regulatory hurdles have been cleared. Today's figures will, however, be worth close study. For BAT is a share that is worth buying now, ahead of the re-rating that the Farmers deal merits.

The group's tobacco juggernaut has continued to churn out the profits, though not at the high growth rate of 36 per cent seen in an exceptional first quarter, despite rising prices in the US. Chairman Patrick Sheehy may shed some light on the ferocious competition in Japan, where BAT brought its export business on stream roughly a year ago. BAT watchers at BZW give warning of the need for heavy marketing spending to combat that of the Japanese tobacco monopoly which may lead to flat growth in the second six months of the year.

Today's figures from the group's increasingly important financial services side will bear close examination. The crash will have put paid to the buoyant investment gains seen from the roaring bull market of 1987. So if the division manages to match last year's first-half result, it will indicate that

underlying profitability is advancing powerfully. Comparisons in the second half should be flattered by the effects of the crash, which contributed mightily to a loss in the final quarter of last year. The message to emerge today though is that financial services is firing on all cylinders even before the inclusion of Farmers.

Unless there are surprises today, the group seems set for full-year profits in the £1.65 billion area, giving a handsome advance on the £1.394 billion of last year. As usual, the tobacco interests are the reason for a niggardly share rating of around 7 times prospective earnings. But sooner or later the market will take note of the changing mix of earnings and decide that BAT's management deserves better recognition than that.

On current brokers' forecasts, the group could make almost £1.8 billion next year giving a prospective multiple in the low sixes. Yet the last legal obstacles in the Farmers deal should be out of the way by the new year. Even the total and forceful rejection by the Oregon state regulator is by no means final. It should be noted that the state regulators are political appointees. With the US election over and Farmers going in to battle alongside BAT, the Oregon problem can be solved.

EHP leaps to £12.5m at halfway stage

By Rosemary Unsworth
Retail Affairs Correspondent

European Home Products, the household retailing group formed from the former Singer sewing machine company, which incorporates Scholl sandals, has continued the growth foreshadowed at the end of last year.

Pre-tax profits jumped from £2.35 million to £12.5 million in the six months to end-June as the benefits of European acquisitions showed through. Turnover in the period went from £66.8 million to £160.6 million and the recommended dividend has been raised from 2p to 2.5p.

In the Netherlands, the group has just opened the first of two shops selling socks to test the Continental market for this type of niche retailing, made famous in Britain by Sock Shop. It is using its West German manufacturing division for supplies.

In Spain the group has obtained exclusive distribution of ITT and ABC small appliances, which it already held in Italy. It has also started to sell Sainho branded goods in Spain, Portugal and Italy under an agreement with Dixons.

In northern Europe, the sewing machines side has been difficult as customers are buying cheaper models. Knitting is also seeing one of its cyclical downturns so Scandinavian and British trading profits were not as good as last year. But Britain was the strongest performer in garment manufacturing with a 34 per cent sales increase and a trading profit rise of 53 per cent.

Garment manufacturing in West Germany moved from loss to profit but in southern Europe the results showed a fall from their profit peaks of last year.

The use of the Scholl name has expanded the range of branded products as the Spanish subsidiary has signed an agreement with a Scandinavian diet food manufacturer.

In Britain, the company is marketing a range of sugar-free confectionery from West Germany. The shares gained 6p to 322p on the results.



Handy rise in exports: Dr David Potter of Psion yesterday (Photograph: James Morgan)

Psion adds up £1m profits

By Martin Waller

Rising export sales pushed up pre-tax profits at Psion by 57 per cent to £1.03 million in the six months to end-June. The company, which manufactures hand-held computers, made its USM debut in March.

Dr David Potter, the chairman and managing director, said all three sides of the business — corporate, retail and export — had experienced growth in sales and profits.

The proportion of sales to Europe and the US had risen

from 30 to 45 per cent, he added. Turnover climbed by 68 per cent to £8.06 million. There is no interim dividend, as was announced at the time of the listing.

The group invested significantly in marketing in the US, increasing its distribution base but incurring losses of less than £100,000 in the process, although this side should break even in the current year. Psion also set up a marketing subsidiary in Frankfurt.

One of its biggest cus-

tomers, and easily the largest in the retail sector, is Marks and Spencer, with about £1 million worth of business awarded so far. In addition to supplying information technology, Psion in the first half put in about 10,000 units for use in validating Midland and Barclays Bank cheques and M&S's own charge cards at its British branches.

A similar deal with another large retail chain is expected within the next six weeks, said Dr Potter.

TKM revs up to £15m

By Michael Tate

Strong car sales in Britain and France have powered Tozer Kemsley & Millbourn (Holdings), the motor distributor, to a 30 per cent rise in pre-tax profits, from £12.2 million to £15.9 million, in the first half of 1988. This is before taking account of a £1.96 million profit on share dealings.

TKM, chaired by Sir Ron Brierley, who controls a little more than half the equity, is lifting the interim dividend from 0.6p to 1p a share.

Earnings per share are 5.8p against 4.1p.

Almost all the growth was organic, Mr Reg Heath, the group chief executive, said yesterday, although there was some help from Maranello Holdings, the Ferrari concessionaire acquired at the beginning of the year.

Mr Heath said the second half was traditionally the more buoyant for the retail motor trade, and he expects a good result for the year.

HK limits cable stakes

By Our City Staff

The Hong Kong government has set a limit of 49 per cent for foreign ownership of operating licences in the planned cable television network, which will be put up for local and international tender on September 19.

An official statement quoted Mr Peter Tsao, Hong Kong's secretary for administrative services and information, as saying that the Television Ordinance rule to further limit any individual

overseas interest to 10 per cent would be waived.

"Clearly, such a restriction will be a disincentive to future network operators," the statement said, "because so much of their profits would depend on the activities of the cable television broadcaster."

British Telecom is expected to win a stake in the new television network through a consortium with Hutchison Whampoa, the Hong Kong-based group.

Five plus five may equal one

Citicorp Scrimgeour Vickers, which has a long history of excellence in the field of retailing research, is slowly rebuilding its team of retail analysts. John Hewitt, the firm's chief executive, was himself once the doyen of the stores sector — he was the star-rated retail analyst in the 1970s and early 1980s. Gerald Horner, these days head of its corporate finance department, was also once a top specialist in the sector. So it was a blow when number one-rated Nick Bubb departed for Morgan Stanley a couple of months ago. Three other members of the retail team left for Goldman Sachs, leaving analyst John Woolman, ranked fifth in the food retailing sector, to hold the fort. But his workload is, I hear, soon to be shared — John Williams, ranked fifth in the stores sector, resigned from Warburg Securities yesterday, and will be joining Citicorp before the end of the year. Clearly hoping that five plus five will become number one, Chris Clarke, head of research at Citicorp, tells me: "These two will be working together to rebuild the team, and we are already in negotiations with several people."

Mike off

Michael Guthrie, the chairman and chief executive of leisure group Mecca, which is currently making a hostile bid for Pleasureland, had better, methinks, start making his

THE TIMES CITY DIARY

Banking on Midland

The havoc being caused by the postal workers' strike has been circumvented by one sharp-witted firm. With the Friday deadline for acceptance of its recent rights issue approaching — following its acquisition of two motor parts distributors — Wilshaw Securities, hitherto a shell company, is offering its shareholders another way to

send in their acceptances. An arrangement has, I am told, been set up with Midland Bank whereby shareholders can take their acceptance forms and cheques into any Midland branch before 3.30pm tomorrow and they will then be forwarded to the bank's Pepps Street, London, headquarters before the deadline.

lectures about the synergy of the two companies a little more lively. While Guthrie does the rounds of his key investors in the Square Mile, trying to convert his all-paper offer into a partial cash one, his words would appear to have fallen on deaf ears at one leading institution at least. One of the two fund managers

being addressed there on Monday was, by all accounts, later discovered to have been fast asleep during the course of Guthrie's address.

Smokescreen

Help may soon be at hand for office workers who find themselves put under pressure to refrain from smoking by their non-smoking colleagues. RJ Reynolds, the American tobacco giant, will next month begin marketing, in the United States, the first smokeless cigarette. The new cigarette, to be called Premier, is reported to be odourless as well as smokeless, and is designed to put a stop to the growing tide of complaints about passive smoking. But Reynolds is hedging its bets, and being very careful not to claim that the cigarette will actually be safer for smokers themselves. "We're not saying this is a safe or a safer cigarette," says a Reynolds spokeswoman.



"We're thinking of combining a world tour with a search for the money we invested with Barlow Clowes"

Beverage report

City folk have been known to lose their jobs for all sorts of reasons of late — after being accused of insider dealing, for unprofitable trading or after being made redundant after mergers, for example. But at least we have not yet gone as far down the road as the Americans. The US securities house Merrill Lynch has just "terminated" two of its New York employees for "unethical behaviour." What was their heinous crime, I asked? The two employees, who were back office staff in the government securities division, had apparently helped themselves to free cups of coffee, intended exclusively for the benefit of the traders. The traders, it seems, qualify for free coffee, tea, lunch and biscuits. But the settlement staff are not entitled to any such perks and are supposed to pay 35 cents for each cup. In an in-house memo, government securities administrator Ray Gottardi said that, "this practice has developed into a serious problem and will no longer be tolerated. Effective immediately, anyone caught, seen, or suspected of taking free lunch, coffee, cookies, etc, from any area of Merrill Lynch will be terminated immediately."

Sign of the times — a bumper sticker spotted by a reader on an old Mini 1000 car in Helsingborg, Denmark: "I survived the stock crash of '87." Underneath, the small print reads: "But I used to drive a Mercedes!"

Carol Leonard

Peachey backs Dutch bid

By Rodney Hobson

Peachey Properties has finally conceded defeat in the face of the £282 million takeover bid by Wereldhave, the Dutch property group.

Sir Charles Ball, Peachey's chairman, yesterday advised shareholders to accept Wereldhave's final offer of 650p a share in cash, recognizing that control had already passed to Wereldhave.

Wereldhave raised its stake in Peachey from 11.79 per cent to 51.24 per cent on August 31, the day it increased its offer from 612p a share, even though Peachey advised shareholders to take no action. Peachey also announced results for the year to June 24, showing pre-tax profits of £14.4 million against £11.65 million. Earnings per share increased to 23.4p from 22.3p, adjusted for the rights issue in October. The final dividend is passed, leaving retained profits of £7.41 million against £4.42 million in the previous 12 months.

Freeman leaps above £1m

Pre-tax profits at Freeman Group, the Cambridge USM builder, jumped 85.4 per cent to £1.02 million in the six months to June 30. Turnover rose from £12.12 million to £16.20 million and interim profits are 2.25p a share. It is buying Keith Young, a subsidiary of Hunter, the furniture firm Wickes is buying,

FISONS Rights Issue and Extraordinary General Meeting

Special receiving arrangements

The latest time for acceptance and payment in full for the Rights Issue of new Ordinary shares in Fisons plc is 3.00pm on Friday, 9th September, 1988. Completed provisional allotment letters are due to be received at Barclays Bank PLC, Fleetway House, 25 Farringdon Street, London EC4A 4HD by that time. Forms of proxy for the Extraordinary General Meeting must be received by 10.00am on Saturday, 10th September, 1988.

Due to current postal delays, arrangements have been made for certain branches of Barclays Bank PLC, whose addresses are set out below, to act as additional receiving centres.

Completed provisional allotment letters and forms of proxy will be accepted if they are lodged before 12.00 noon on Friday, 9th September, 1988 at any of the following branches of Barclays Bank PLC.

Birmingham 63 Colmore Row	Loughborough 2 Bishop Meadow Road
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Completed provisional allotment letters will also be accepted before 12.00 noon on Friday, 9th September, 1988 at the Registrars of Fisons plc, Barclays Bank PLC, Registration Department, Octagon House, Gadbrook Park, Northwich, Cheshire. Provisional allotment letters and forms of proxy are lodged at shareholders' own risk.

This notice is issued by Fisons plc and has been approved by S. G. Warburg & Co. Ltd., a member of The Securities Association. S. G. Warburg & Co. Ltd has underwritten the Rights Issue.

NO SIGNIFICANT DATA

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MEDIA & MARKETING

UK magazines are no match

It's all happening this month in the newspaper colour business. On Saturday, a week after this newspaper launched its four-colour, full-colour Saturday edition, *The Daily Telegraph* will appear with a new magazine - in fact, simply its Sunday sister paper's colour magazine, which itself started life as a Friday publication, now brought forward by 24 hours.

To fill the gap thus created in the hearts and minds of *Sunday Telegraph* readers, they will be getting from this Sunday what is modestly described as "a highly topical and exciting 32-page tabloid entitled *7 Days*, which will use colour news photography to create powerful and thought-provoking images akin to international publications like *Paris Match* and *Stern*".

The prospect of a new publication led by high grade photo-journalism has arisen. It is intended to be of the kind that came from *Picture Post* or the *Sunday Times* colour magazine in the early days, before all colour magazines turned themselves into thinking persons' mail order catalogues, and it sent me scurrying to look at the final dummy of *7 Days*. Leaving aside the question of whether the British Communist Party is going to object to the hijacking of the title of its own weekly organ, *7 Days* does not look set to fulfil its prospects.

No colour magazine in this country can claim to be "akin" to *Paris Match* and *Stern*. These, and other publications elsewhere, are viable operations in themselves. In their own right they are good enough to induce sufficient people to take good money out of their pockets and buy them each week. For reasons to do with the structure of the media in this country - print and broadcast - this is just not the case here.

If any existing colour magazine declared UDI from its parent paper and tried to make a go of it by itself as a *London Match* or a reborn *Picture Post*, it would go just forthwith. *7 Days* would be no exception. British colour magazines only have a mixture of two more limited ambitions. The first is to drag in advertising that would not otherwise be caught. The second is to give a little "added value" to the parent paper's readers once a week.

They have all, in short, become primarily marketing tools. The *Sunday Telegraph's* research tells it that the ABCI readers' activity pattern at the weekend is changing, and that they are as busy on Sunday as on Saturday. Also the paper would like to get its average readership age down. So the gap is being filled with 32 pages of big colour pictures and not too many words.

The problem for photo-journalism in this country is that we still have - at least until they are dismantled - the best news and current affairs television services in the world. British ABCIs - unlike others - get all the powerful and thought-provoking advertising photography. Second, much of what was really powerful was in black and white. And that has gone clean out of fashion today.

PS: Memo to *7 Days*: I know about the production problems, but if you are going to run big pictures across double page spreads, you will have to find a way of stapling the magazine so the pages don't slip all the time and break up the pictures.

Hugh Stephenson is Professor of Journalism at City University.

OPINION

Hugh Stephenson

LRT gears up to go it alone

As deregulation looms, LRT's image-makers are extending their business horizons in preparation for independence

As London Regional Transport awaits the findings of the Government's Formal Investigation of the Kings Cross Underground disaster, the corporation's need for a reassuring public image has never been greater.

The cheery anti-litter posters on station platforms are one visible aspect of a delicately orchestrated PR effort and the apologies for inconvenience as LRT undertakes the major project of replacing the old wooden escalators grow daily chummer and more profuse.

But this is not the only change in the workings of the LRT publicity machine. Time was when the advertising department of the UK's largest urban transport monopoly was concerned purely with passenger information and profile-boosting posters produced by the graphic stars of the last 50 years, from Tom Eckerley to the contemporary RCA artist John Bellamy.

However, as the spectre of transport deregulation looms, LRT now wants every department to become economically competitive and even, in some cases, self-supporting. Its advertising and publicity services are being reviewed to determine whether they should continue to be provided from within the corporation, devolved to subsidiaries or bought in from outside.

As head of advertising for LRT, Nick Lewis is responsible for shaping his department into an autonomous, profit-responsible business. His 28-strong team handles all aspects of passenger information, as well as general public awareness, business-generating and staff recruitment campaigns. It is also handling work for companies in the public service sector which have approached it.

"Until April 1987, we had a guaranteed and inexhaustible workflow from the LRT corpor-

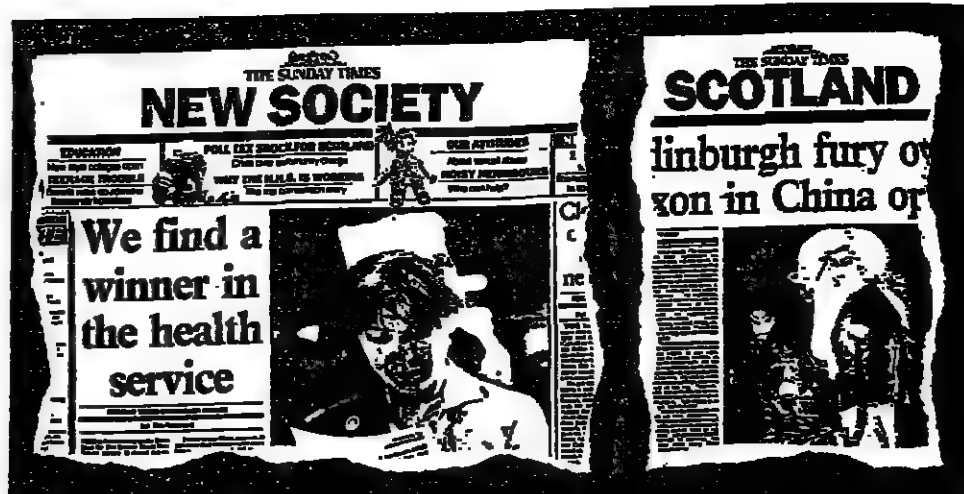
ation," Lewis explains. "Now we are having to pitch for the accounts that were once our staple turnover. Naturally, our experience of the specific problems of transport publicity gives us the edge over most of our competitors and the department has retained virtually all of our original in-house clients."

LRT continues to rely on external advertising agencies for the majority of its radio and television commercials. The Harris Kemp agency is responsible for a new hard-hitting fire-dodging campaign, which begins this month. However, the new autonomous status of the in-house outfit has enabled the department to branch out into areas of advertising completely unrelated to its previous work. "The most significant effect of the new policy for us," Lewis says, "is that several outside companies in the public service sector have asked us to undertake projects for them on a freelance basis." These projects include a recruitment campaign for the District Nurses Association and a series of posters to promote Legal Aid.

Another unlikely, but extremely lucrative source of revenue to LRT, is the "farming out" of the in-house agency's print-buying expertise. The LRT tradition of commissioning fine artists, such as the leading British water-colourist Jacqueline Rizvi, to paint scenes promoting off-peak travel demands printing to the highest quality of colour and detail. Consequently, a large number of printing and publishing companies, including the London line art printers Unicorn Pictures, have been quick to use the LRT department's services.

Lewis, while primarily committed to retaining in-house accounts, is confident that LRT Advertising and Publicity's new external business initiative will continue to flourish.

E. Jane Dickson



Big plans: how two of the forthcoming supplements in *The Sunday Times* will look

When *The Sunday Times* executive editor Brian MacArthur told a publishing conference earlier this year that *The Sunday Times* would be printing 10 sections by the end of the year, the audience was sceptical.

By next month, readers of the paper in London and the South-East, and in Scotland, will be getting their 10 sections, and sometimes even more. This weekend sees the publication of the ST's first specialist supplement, a regular eight to 12 page broadsheet covering the social services, including health, education, public administration and housing.

The new section is called *Sunday Times New Society* - a cheeky allusion to the social workers' house magazine incorporated into the *New Statesman* earlier this year. Kenneth Clarke, the Health Secretary, and the Labour MP Frank Field will this morning attend a breakfast launch party for the section, at which a competition to discover the best Health Authority in the country will be announced.

Bumper issues

This autumn sees the arrival of the 10-section Sunday paper

The ST editor, Andrew Neil, says he wants to break into areas which until now have not had enough editorial or advertising coverage.

On October 2 the ST publishes the first of what may eventually be many regional sections. A 44-page colour magazine covering events and issues in London and the South-East will initially appear as a pull-out section going to 700,000 readers (half the paper's total circulation) in the Thames and TV television areas. Neil sees it as a London version of *New York* magazine - "not another life-

style magazine, but something which is entertaining, informative and investigative".

The following week, the ST's 90,000 Scottish readers will find a new 16-page broadsheet, *Sunday Times Scotland*, dropping on their doorsteps. "We will tackle all aspects of Scotland, including such topics as health, education and religion, which tend to be different there," Neil says. He hopes to hit a new classified advertising market: "We see separate property, jobs and motor car markets in Scotland."

Neil recognizes there are dangers in this strategy. "We have got to be careful as we are a national paper. We have got to protect our national advertising base, while extending and taking in the regions."

Behind the new launches is the guiding Neil editorial philosophy: "We want to make *The Sunday Times* the comprehensive read on Sunday. If a reader is buying in our market, he or she will have no need to take any other paper."

Michael Duncan

News in brief

In the US, the trend is towards rapid fire news flashes. It could happen here

Executives of American network television news are winding up their stop-watches to check on a rival which goes on the air next Monday and threatens their audience share. Given the uncertain expansion of British television, it also could happen here.

It's all a question of timing. *USA Today: The Television Show* plans to pare news to the bare minimum, packing up to 40 items into its half-hour

slots, which are being syndicated to over 100 United States cities five days a week.

The programme - a video hybrid of *USA Today*, the Gannett newspaper which compacts "news" into single paragraphs illustrated with pioneering colour graphics - has contracted two-year agreements which schedule it against traditional prime time news slots produced by ABC, NBC and CBS.

Sieve Friedman, former executive producer of the

prestigious *Today* show on NBC, is banking on minimalist TV news coverage for *USA Today: The Television Show*. With eight minutes for commercials, and five minutes for the lead, there are 17

minutes left for the remaining 39 stories - an average of 26 seconds per item.

This flies in the face of conventional standards of American TV news which dictates a minimum of 90

seconds per item, and a 30 story count, within a 30 minute newscast.

By comparison, British television news is slower paced. BBC1's 30-minute *Nine O'Clock News* on Monday carried 12 items. ITN's *News At Ten* that evening carried 10 items in 26 minutes 30 seconds.

The *USA Today: The Television Show* news will depend heavily on graphics to reduce the number of words. "Journalists, with a capital J, will

hate my show," says Friedman. "But who needs words if the graphic has already explained what you need to know?"

Expensive? For others may be, but not for *USA Today: The Television Show*, which will feed upon the existing opinion poll machinery of its newspaper sister, reducing the attitudes of the American nation into bite-sized gobbets and serving them up as easily digested "news items".

Alasdair Riley

SALES PERSONNEL

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IIS Ltd is the leading authority on new product introductions throughout the world and supplies both products and information to major FMCG and service companies in over 30 countries. IIS is part of the KAE Group and has grown by some 30% per annum. Because of our further, ambitious plans we are seeking the following sales personnel:-

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If you can't make it, phone Pamela Hamilton on 01-762 7766.

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Head of English by Radio & Television

The BBC is one of the world's largest and most successful teachers of English. It puts out over seventy hours of language teaching each week on the World Service, much of which is rebroadcast on stations around the world. It makes TV programmes such as *Follow Me*, shown in over sixty-five countries from China to Mexico. It markets all the materials associated with the teaching of English - books, cassettes, videos and magazines, and mounts an annual summer school for students from all over the world.

The post is responsible for some 50 programme and marketing staff from all over the world and has responsibility for financial resources of over £3 million.

A new head of department is needed with the vision to mastermind new series, and to finance many of them through co-funding. He or she will be expected to undertake a major development of the department, particularly on its marketing and management-information side. It is essential that candidates have a proven record of success in these areas.

An understanding of modern methods of teaching English as a foreign language is required. A background in a senior level in publishing or the use of radio/video for education would be helpful.

There will be a need to travel frequently. This is a senior BBC post. Salary will be in line with qualifications and experience. Based Central London.

Applications, in writing (quote ref. 2041/T) should be made to: John Davis by 21st October 1988: BBC World Service, P.O. Box 76, Bush House, Strand, London WC2B 4PH.

News Editor Radio Cumbria

The trouble at Haverigg Prison, the tragedies and controversy concerning low-flying jets over the Lake District and the threat to the Settle/Carlisle railway - just three recent stories which explode the myth that Cumbria news is "all sheep and Sellafield".

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You will be a key member of the management team and will have responsibility for personnel, budgeting and public relations. You will need the ability to recruit and train talent, and originate imaginative programme ideas.

The role demands considerable journalistic and radio experience. Some time spent in management would help.

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For further details contact Frank Hughes, Manager Radio Cumbria, on 0228 31661.

For application form please ring BBC North West Recruitment Services on 061-236 8538 quoting ref. 2077/T.

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MEDIA & MARKETING

An Irish tonic for ad men

Festival challenges the French and woos the Finns

The Irish International Advertising Festival which opens today in Kinsale may not be the most significant event in the advertising calendar but it is certainly the most beguiling.

The charm of the location — a graceful fishing village in County Cork — the civility of the prices and the unstructured nature of the proceedings are increasingly making the Irish event more attractive to British ad men than the extensive and contentious Cannes affair.

Besides, the composition of the list of delegates is quite unique in advertising history. This year, typically, the mix includes 150 Irish, 85 British, a dozen Americans, a couple of Turks — and 55 Finns.

But the charm of Kinsale is that no one seems to know or even to ask why the event proves so alluring to Helsinki-based creatives. Such is the Finns' loyalty, however, that the Irish have introduced a special prize for the best Finnish entry.

Though it had a checkered and peripatetic history, the Irish festival has survived for 26 years and, since returning to Kinsale five years ago after making a grand tour of Ireland, it has worked surprisingly and engagingly well.

It attracts an all-creative jury and a generally high quality television entry. There are worthy prizes, too. Also, unlike the Martinez in Cannes, the bars (which outnumber the population) do not charge £10 for a gin and tonic.

Kinsale could never be a truly international festival because it can only work properly on an intimate level. But ask any British or Finnish ad man who has attended both Cannes and Kinsale which he preferred, and there's little doubt that Kinsale would win hands (and possibly legs) down.

Brian Davis

Paper chase for profits

The switch to new technology in the British printing industry and the growth of publications could bring problems. Andrew Lycett reports



Paper prediction: Bronwen Maddox says "It's getting harder to raise finance"

'Advertising will stay with the market leader'

Thus the latest development in publishing is to launch a new title on the back of an existing publication, such as *The Sport*, or any number of new weekend magazines (from the *Evening Standard*, *The Independent* and the *Daily Express*, among others).

In the bad old days, when newspapers were in a roughly similar position, with money to play with and not many obvious outlets, they indulged in vicious circulation wars.

"Now they find it simpler to start a new publication, based on an existing one," Maddox says. "We're getting all these magazines or, in another context, daily regional titles with weekly fees. These are not necessarily profitable from the start, but they add value, protect market share and build barriers round a name."

Apart from increased profits resulting from productivity gains, British publishers have benefited greatly from

an advertising boom in the past two to three years. Maddox expects recently increased interest rates to "show a slow down in consumer press advertising in 1989". She says there are a couple of areas which already look saturated — women's and newspaper magazines.

Financial advertising has already dropped by one third since last October's stock market crash, according to Maddox's estimate. This has created one or two casualties in the specialist financial press. It is also hitting the *Financial Times*, she says.

The owner, Pearson, has installed presses at its new East End plant designed to publish 72 page papers groaning with advertising. Paradoxically, therefore, the *FT* may be suffering from its investment in new technology because it is paying increased depreciation charges on new machinery not used to capacity. Maddox estimates one fifth of the *FT*'s profits now finance depreciation and "even with new technology it may be making less money".

In such straitened circumstances, she says, the publications which will do best are "the ones with the strongest market position", like the *Daily Mail* and "the ones which show they are able to put on circulation", like *Elle*. "Advertising will fall away from the second and third titles and stay with the market leader."

Thus publishers are starting new publications in the same field to protect their main titles. Maddox sees this week's launch of *Riva* as part of a Reed group strategy to boost its existing women's weekly titles: *Woman*, *Woman's Own*, *Woman's Weekly* and *Woman's Realm*. IFC, also part of Reed, is currently test marketing a new magazine *Beautiful Living* because of the "dramatic sales growth" of its monthly *Ideal Home* over the last year.

"The main title may make returns of 25-30 per cent," Maddox says, "but it is surrounded by two or three others earning 10 per cent. This deters others from entering the market and is a way of soaking up extra profits." The state of the publishing market, with profits no longer guaranteed, explains why many publishers, led by News International, Maxwell, Reed and Pearson, are looking to broadcasting for future growth, she says. "It is an area just developing. It is quite possible they will not get their returns for 10 years."

She recognises publishing is still the darling of the City, which will continue buying its shares, at least until the end of the year. "But we have had the best," Maddox asserts.

BYLINES

Avoiding the sparks

Industrial relations in television are complicated enough without adding the consequences of the electricians' expulsion from the TUC, but the EETPU is turning its back on one potential source of new recruits, according to the union's area official for film and television, Geoff Whitlow.

The electricians will not try to poach members working in ITV from the technicians' union ACTT, which is already threatened with a breakaway set up by dissidents in ITV over its plans to merge with rival TV and entertainment union BETA. "We've no intention of creating a war with an organisation that's already on its knees," Whitlow said.

But there is likely to be fierce competition between the electricians and the ACTT to organise workers in new sectors such as satellite television and TV facilities companies. Rupert Murdoch's Sky Channel says it will have no truck with unions, but ACTT, BETA and the electricians are all likely to be vying for recognition by BSE, which is looking for a no-strike agreement with a single union. Whitlow claims the electricians are on the brink of signing their first single union agreements at hitherto non-unionised television facilities companies.

Wheels fortune

The new "F" registration plates provided as big a bonanza for advertising media as they did for car dealers. No fewer than eight of the 20 most advertised brands in July were makes of car, according to MEAL (Media Expenditure Analysis Ltd). They included three Austin Rover models (the Metro, Maestro and Rover 800) which between them spent £4.7 million at ratecard prices.

searching among clients: at least one, Spillers, has already switched to another agency. But Rockitt & Colman (whose product list includes Robinson's Barley Water, Harpic and Colman's Mustard) has just given the Saatchi plan a £16 million vote of confidence by amalgamating the media buying for all its products, formerly handled by four different agencies, under the Saatchi banner.

Briefing...

Worldwide Television News has poached the contract from rival Visnews to supply American television's nightly *MacNeil Lehrer Newshour* with international coverage. The agreement adds an extra 160 stations to the 1,000-plus already serviced by WTN.

The BBC World Service in English is one of the most popular radio services in Ghana: a new survey reveals a weekly audience of 1.2 million, or 17 per cent of the population. The prospects of a hefty pay increase for nurses have caused problems in the nursing press. Norah Casey, editor of *Nursing Standard*, says many of her staff are ex-nurses who quit for better paid jobs as journalists, and are now being tempted back. The *Financial Times* opened its new docklands printing plant this week. Only the *Mail* and *Express* still print in Fleet Street.

Nick Higham

Deputy Head of Public Relations

West London

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Butterworths

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A legal or accountancy qualification and previous experience preferred, although candidates without these attributes will be considered if they have an aptitude for most of the responsibilities described above.

The staff are encouraged to undertake courses in taxation and the company may pay course fees in appropriate cases.

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Thames Television PLC est le plus grand prestataire de l'Independent Television (ITV) en Grande-Bretagne. Avec un chiffre d'affaires publicitaire dépassant largement les deux milliards de francs, Thames est responsable de la vente de temps d'antenne publicitaire pour Londres et le sud-est du lundi au vendredi.

En raison de l'expansion de nos activités commerciales à l'étranger, nous recherchons un Chef de Vente pour notre bureau parisien. Il sera chargé d'accroître nos revenus publicitaires en vendant nos services auprès des entreprises exportatrices et de leurs agences publicitaires en France et dans les pays francophones.

Le (la) candidat(e) devrait avoir une solide expérience commerciale, parler couramment le français et être autorisé(e) à travailler en France. Une expérience dans les ventes auprès des médias ou tout autre domaine similaire est souhaitée; il ou elle doit être un excellent négociateur et un vendeur efficace fortement motivé.

Si vous pensez pouvoir nous convaincre de votre capacité à prendre intégralement en charge la vente de temps d'antenne publicitaire en France et dans les pays francophones, téléphonez ou envoyez lettre + CV à Jonathan F. Shier, Directeur of Sales and Marketing, Thames Television PLC, 149 Tottenham Court Road, London, W1P 9LL, téléphone 01 387 9494.

Thames est une entreprise qui offre des chances égales à tous les candidats indépendamment du sexe, des origines ethniques ou de la situation familiale.



CORPORATE TV

We are a major corporate television production company expanding our Business Development Team.

If you are ambitious and like a young, creative environment with a package in excess of £20K please contact us.

You must have a keen interest in business, communication and people.

Call Rosie Taylor
PA to New Business
Development Director
Infovision

Tel: 01-837 0012.

LIBRARY ASSISTANT/ RESEARCHER

Self motivated person required for busy London press agency. Experience essential - especially in the entertainment field. Good salary and conditions. Four weeks annual holiday. BUPA scheme.

Apply in writing with C.V. and references to:

John Halsall,
London Features International Ltd,
3 Boscombe Street,
London NW8 8PS.

THE BERTRAM GROUP MEDIA SALES DIVISION

A CAREER IN PUBLISHING

Having shown commitment over three years to achieving your degree you must be looking to use this qualification to secure a better career option.

It is accepted that high Salaries are commanded by people with an exceptional skill, extensive experience or those producing revenue within a sales environment.

We can offer you the opportunity to enter into the fast moving and lucrative industry of Publishing where you will be trained in the art of sales and advertising, commanding an above average salary that is ability related within an environment where you can rise through management to publisher within five years.

If you believe you have the commitment, attitude and talent to succeed in this industry then call us and tell us why.

Jo Cooper, Karen Haskel, Frank Perkins

Buttram Group
88 Houndsditch
London EC3A 7UL
Tel: 01 521 4888
Recruitment Consultants
Part of Task Force P.L.L.

SOCIETY OF CHEMICAL INDUSTRY MANAGING EDITOR £14,000 +

The Society of Chemical Industry requires a Managing Editor to take responsibility for the management and development of the Society's learned journal and book publishing programme.

Duties include liaison between the Society's editorial committees and the commercial publishers who produce and distribute the publications. The Managing Editor also supervises an in-house secretariat which processes papers submitted to the learned journals.

A knowledge of chemistry is not necessary but previous experience with scientific/technical publications is essential.

Applications, with c.v. marked 'Confidential' should be sent to:
Dr P.P. King, Society of Chemical Industry, 14-16 Selwyn Square, London SW1X 8PS.

Editorial Appointment

There is a vacancy for a commissioning editor to take responsibility for the Press's outstanding list in anthropology, probably combined with some other part of the Humanities and Social Science list, depending on the interests and qualifications of the successful applicant.

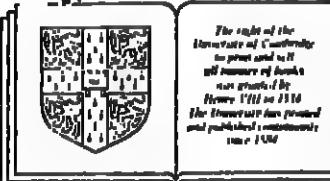
The post will be based in our modern offices in Cambridge, with excellent facilities and a non-smoking environment. Terms of employment are attractive, and relocation expenses will be paid where appropriate.

Please write with full c.v. quoting current position and salary details to:

Mrs Christine Lawless, Personnel Manager.

Cambridge University Press

Publishing Division
The Edinburgh Building,
Shaftesbury Road,
Cambridge
CB2 2RU



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T.M.M. RECRUITMENT CONSULTANTS

BUSINESS DEVELOPMENT MANAGER (LONDON)

Ref 88/115

Salary £14,000 OTE £16,500 plus car. Age 30/40

Our client, is looking to recruit a true professional to spearhead its new company within the financial trade, negotiation commitment and selling skills through customers in order to secure agreed distribution and profit objectives.

SALES REPRESENTATIVE (LONDON)

Ref 88/110

Salary £11,500 plus car Licensed Trade. Age 22/25

Currently undergoing a rapid expansion phase our client requires a sales professional to cover the London area. Responsible for selling a range of well branded products into the licensed trade, the ideal candidate should have at least one years experience in F.M.C.G. selling.

MEDICAL EXECUTIVE

(Essex) Ref 88/310

(Glasgow) Ref 88/312

(SW & NW London) Ref 88/315

Salary £13,000 plus car Pharmaceutical/Healthcare

Due to internal promotions our client requires two well educated pharmaceutical representatives and one healthcare representative. The ideal candidates should be aged 25/35 and be educated to at least 'A' level or degree standard, should have received a good professional training in sales and have a proven track record.

INTERESTED? Then send a full CV to Lyndon Garland,

T.M.M. Recruitment Consultants
Butterworth House,
14 Langdale Gate,
Whitby, YO21 3BY,
or telephone 0952 776253.

LA CRÈME DE LA CRÈME



LONDON TELESALERS SALARY £2 OTE 10,000

The name Yourdon is synonymous with Software Engineering and system development throughout the computer industry. We are a market leader with a strong portfolio of international Blue Chip clients, and headed by a young, professional management team.

Now we need dynamic individuals to spearhead further growth in the UK and Europe. The position may suit PA/Administrators looking for an opportunity in a sales career who want a more rewarding challenge and the opportunity of greater earnings.

You will need these qualities to succeed:

- Excellent communication skills

- Confidence

- Dynamism

- Initiative

- Good Telephone Manner

If you think you can succeed in such a competitive and rewarding career then telephone Jonathan Sallou or Ian Cross on 01-227 2182.

Yourdon International Ltd

15-17 Ridgmount Street, London, WC1E 7AH

Press Assistant in the Arts

Prestigious Arts organisation seeks a young Graduate College Leaver to work alongside their busy, high-profile Press Officer. In addition to normal secretarial support, you'll be preparing press releases; helping to organise press conferences and private views; supervising film crews and photographers. It is essential that you are a natural communicator, have excellent written English and are able to thrive in a pressurised environment. Sound secretarial skills (shorthand useful) pre-requisite. French/Italian useful. Call 01-493 9787.

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Recruitment Consultants

P.A. SECRETARY



Required for busy West End Investment Company. If you are able to work under pressure, have competent secretarial skills (shorthand not necessary) and would enjoy working in a smoke free office -

Contact Alison Montgomery
Knight Williams & Co Ltd
161 New Bond Street
London W1V 6LA
Tel: 01 408 1138
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GENUINE OPPORTUNITIES FOR A SALES CAREER

CORNHILL PUBLICATIONS are leading international publishers of prestige business books. This year we shall be launching a further six major international titles dealing with finance, business and technology.

We are looking for men and women who are genuinely interested in either commencing or continuing a career in Advertising sales with a first class Publishing Company.

You will probably be between 22-35 with some sales experience, although that may not be necessary. Above all you must have drive, personality and absolute determination to succeed. Our commission structure is designed to create realistic earnings of between £22-£45K per annum.

If you are ambitious and have the confidence to present at the most senior level then call Chris Humphreys or Julien Wildman on 01-240 1515.

RETAIL APPOINTMENTS



the furnishing fabric: SALE shop

REQUIRE SALES MANAGERESS

For their 53 South End Rd Hampstead Shop.
Experience in interior design/fabric desirable but not essential.

Please contact Sue West on 736 4088
between 9am-6.30pm

EXCLUSIVE DESIGNER SHOP IN NEW BOND STREET

Require a
Sales Assistant
F.M. Age 18 plus.
Telephone 01 629 4611

AREA SALES MANAGERS FOR LEADING WATER COMPANY

LONDON/HOME COUNTIES,
MIDLANDS, EAST, SOUTH &
SOUTH-WEST ENGLAND

Opportunity to join newly formed group. Experience of volume sales in retail trade essential. Good salary plus attractive commissions. Please telephone D. Birley - 037 881 3888.

JOSEPH

LONDON PARIS CANNES NEW YORK TOKYO

LONDON PARIS CANNES NEW YORK TOKYO

We are now recruiting for the new JOSEPH store -
77 Fulham Road, London SW6 - opening end of September.

We require bright enthusiastic and fully experienced persons to join our sales team as full time, part-time and Saturday staff.

Please apply in writing with C.V. to

268 Brompton Road,
London SW3. Elaine Davis or Caroline White.

DATA COMMS & TELECOMS MARKET RESEARCHER

We are looking for a market researcher, of graduate level, with several years' experience of the data communications and telecommunications industries. The job involves researching and designing the content of major international conference programmes aimed at these sectors. You will therefore need to be fully conversant with relevant technological and business developments. Continuous industry contact with senior executives is part of the job and you must therefore be a confident and competent communicator.

Blenheim Online Ltd, part of the Blenheim Exhibitions Group PLC, is Europe's leading organiser of conferences and exhibitions concerned with high technology and its business applications.

This position carries a competitive salary and a company car. Please send your CV, with salary history, to:

Sally Martin
Personnel Department
Blenheim Online Ltd,
Blenheim House
Ash Hill Drive,
Pinner,
Middlesex HA5 2AE

BLENHEIM ONLINE

College Leaver in Television £10,000

As second secretary to the dynamic Managing Director of this well-known T.V. company, you will quickly become involved in the day-to-day aspects of running a fast-moving, international business. Working closely with and under the guidance of his charming PA, you will be making full use of all your secretarial and communications skills, liaising at senior level, setting up meetings and answering general queries. This is an exciting opportunity for a confident college leaver who wants to start their career at the top. Skills: 100/50

RECRUITMENT
COMPANY

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DON'T CRAWL ALONG WITH
THE CROWD

If you enjoy the variety of temporary work, and have the skills and confidence to approach new challenges, get in the swim with a prestigious temporary team where you will be well respected and looked after. Phone Amanda Jackson on 01-491 1868 and get ahead of the tide.



OFFICIAL SPONSOR OF THE 1996 BRITISH OLYMPIC TEAM

01-491 1868

MAYFAIR BASED FINANCIAL CONSULTANCY

Require mature, conscientious Secretary to administer their busy office. Good telephone manner and WP/typing skills essential.

£10,500pa + Bupa.

Telephone
Pauline Gilbert
01 491 0558.

01-481 4481

PA to MD

c. £15,000

PA to PR

c. £15,000

Librarian/Sec.

£13,900

Co. Sec. Trainee

to £15,000

Management Cons.

to £13,500

Training Course Secretary

to £15,000 a.a.s.

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LA CRÈME DE LA CRÈME

01-481 4481

PA to MD
c. £15,000

The MD of the financial services arm of a large company needs a high calibre PA. Responsibilities include drafting non-technical letters and memos, organising meetings, handling personal files, organising internal training. The ideal candidate will be educated to at least 'A' level standard and have substantial experience of working at senior levels. Short-hand essential. Age indicator: 25-35. Non-smoker. Will be based in the West End.

PA in PR
c. £15,000

The Chief Executive of a major PR agency needs a PA/Secretary. His role includes some strategic input on certain accounts. Experience in working at senior levels (preferably in PR) essential. Excellent shorthand a 'must'.

Librarian/Sec.
£13,000

This dual role will incorporate running the information library for this Management Consultancy, coupled with providing organisational/secretarial support to two Consultants. Must be computer literate. Age: 21-28.

Co. Sec. Trainee
to £15,000

Are you committed to making a career as a Company Secretary? In this major financial services company the environment is progressive and the development prospects will be excellent. Legal/Company secretarial experience preferred. Age: Early 20's.

Management Cons.
to £13,500

City based Management Consultants are looking for a graduate (preferably to act as PA/Secretary to primarily one partner) although you will also liaise closely with the Marketing Dept. Good atmosphere; excellent prospects. Short-hand and WP skills essential.

Training Course Coordinator
to £15,000 a.a.e.

You will be handling marketing admin., selecting venues, negotiating prices, coordinating the production of course text books - and attending courses (sometimes over weekends, sometimes out of London). Probably a graduate, you will have proven admin. skills; you will be hard-working, career-oriented and a non-smoker.

GRADUATE APPOINTMENTS
7 PRINCES STREET, W1 0 2DZGrimley | R Eve
CHARTERED SURVEYORS

Our expanding Mayfair practice has the following secretarial vacancies:

Partner's Secretary

Working for the Development Partner and his team in a good central office. You will be responsible for all the day to day work, using a wordprocessor, WP, shorthand and audio both essential.

2 new Secretarial positions

For our busy planning and building departments. We have two of Surveys going in soon, so we need audio/wp secretaries who can use Wordperfect or Wordstar (we do cross train). Good salaries and benefits with 25 days holiday. For further details please ring Mrs Nelson or write enclosing C.V.

(no agencies please)

01 895 1515
11 Hill Street, London W1X 7FBFashion Conscious?
circa £10,500

Due to a promotion, this world beating Textile Group offers a challenging opportunity for a flexible, well-organised self-starter. Working with a high-profile team of Directors (Design, Textile, Sales, Marketing) your role will be busy and varied. As well as overseeing the junior secretary and monitoring the YTS scheme, you'll co-ordinate their trips overseas; organise catering for business and social functions; handle petty cash; order foreign currency etc. Competent skills (80/55) essential. Good prospects. Age 20+. Call 01-493 0713.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

LE P.A. LE FRANCAIS. LE CITY
£13,500+

Assist the M.D. of this international Finance company in smart London office. He is an excellent delegator, therefore your role will be highly administrative, running the office, and providing PA/Secretarial support. Using your French as you liaise with European clients. Demanding at times, relaxed on occasion, you will need first class communication skills, poise, professionalism and most important a sense of humour. 25+.

Jane Houlston Associates
RECRUITMENT CONSULTANTS

47 Davies Street, Mayfair, London W1Y 1SL. Telephone: 01-439 9226

SKI HOLIDAYS

Specialist ski/summer operator in Kensington seeks young, enthusiastic person with good knowledge of skiing to join our holiday reservations team. No previous experience required but you must have an outgoing personality and enjoy working in a busy environment. Ideally candidate should be aged 20+. Salary £7,500 depending on age and experience with excellent holiday benefits.

Call Sue Lingard on 01-938 1851.

mark warner

SECRETARY/W.P. OPERATOR
W2

London's largest estate agents require a secretary/W.P. operator for busy & friendly client at Head Office. Wordstar 2000 preferred but not essential. Salary around £10,000. Contact Andrew Wells, PRUDENTIAL PROPERTY SERVICES ON 01-252 6060

PRUDENTIAL
Property ServicesExecutive Secretary
to the Chief Executive

The Executive Secretary is vital to the effective support of management. Using the same sophisticated technology that is used to recruit senior managers, Distaff has identified characteristics which qualify candidates for this significant role.

Distaff only recruit at senior secretarial level for clients for whom the match of secretary to client is vital.

We have been retained to recruit an experienced P.A. with initiative and interpersonal skills to offer support to the Chief Executive and assist the management team to achieve their objectives most effectively.

If you feel you have these skills and qualities, please apply for a Career Review Form. If this location is not convenient, we may have other opportunities which would suit you.

DISTAFF

They offer you

A salary circa £20,000 for the right person. A pleasant working environment in new premises in the Garden City of Leamington.

An expanding company with overseas interest. A high technology product.

An open management style with the belief that everyone contributes.

You should offer Confidence that you can make a contribution to the success of the management team.

Fluency in German and French. Excellent administrative and secretarial skills.

Julie Tennant, District, 12 Horsepoule Court, The Broadway, Old Amersham, Bucks HP8 0PW 0494 734845 (Res. Conv.)

A New Deal

£13,000-£15,000 + Mortgage Subsidy



Have you got Miss Right the personal secretary?

A newly appointed senior executive with responsibility for administration and operations within a commercial bank in EC2, is looking for an exceptional secretary to become involved in all aspects of his work.

The job calls for professionalism, good organisational skills, and the ability to think ahead. Emphasis is placed on senior level liaison with both clients and overseas offices, so at least 2 years experience in a banking environment is essential. If you are aged 25-35 with speeds of 100/60/WP please telephone Anna Subbings or Margaret Tully on 588 3535.

Crone Corkill
RECRUITMENT CONSULTANTS

SECRETARIAL SELECTION
ALL SYSTEMS GO
£15,500

Our client, an American market leader, is rapidly expanding its international headquarters. One of the Directors needs a highly organised, motivated PA to co-ordinate a multitude of systems with the help of a junior Secretary. Spreadsheet experience is an advantage as is the ability to scrutinise projects and improve procedures. A challenging opportunity for a well organised professional.

Age: 28-35 Skills: 100/80

ADVERTISING
£12,500

Be part of the creative world of advertising when assisting this dynamic young Director. You will need a great sense of humour and the flexibility to handle the number of different projects which pass his desk.

He communicates and delegates - this is a role which can be developed.

Age: 20-25 Skills: 90/50

01-493 2545

DIRECTORS' SECRETARIES
MARKETING
£18,000

To be a leader in the field of technology is no mean feat! This is an opportunity to start at the top as PA to the dynamic VP who established this international office in the U.K. just a few years ago.

Already it has grown into a £40m empire - success is the name of the game.

You will need an appreciation of marketing compounded with the drive to tackle projects ranging from conference organising, motivational training courses, through to vintage car rallies and scuba diving.

This is a super challenge for a multi-talented all-rounder.

Age: 28-35 Skills: 100/80

01-629 9323

MARY HOLLAND ASSOCIATES

DEALING ROOM SECRETARY
(20-25)

To £12,000 + Package

The Director of the American Desk in this leading City-based Merchant Bank needs a young, dynamic Secretary to manage fully involved in his working life. In return for fast career advancement (100+) and good typing (80+) you will be part of a fast-moving and dynamic environment.

ANALYST SECRETARY
(20-25)

To £12,000 + Package

Join this team of analysts and work for two Executives in their Research Department. Your working day will involve extensive research, liaising with clients and arranging meetings, lunches and travel. All you need to secure this superb opportunity is excellent spoken, good presentation. When experience and good secretarial skills (90/50).

01-728 4132/800 0284

BANKING, STOCKBROKING

AND SECRETARIAL RECRUITMENT

20 Merryl Street, Scarborough, York YO1 1BB

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CLOSE YOUR EYES...

...and think about the job you'd love. Smart office, busy atmosphere, friendly people.

If you think it's only a dream, then talk to Amanda. She's a very busy lady. She's only interested in smart, go-ahead companies in advertising, media and fashion.

And she's interested in you, if you're a talented and enthusiastic secretary.

So open your eyes, and dial 379 7007, now.

Amanda

Barrington. She's busy, because you are.

Call her today - 01-379 7007

Recruitment Consultants

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RECRUITMENT CONSULTANTS

TEMPORARY CONTROLLERS

TO £20,000

The Abbott Group is a highly successful Recruitment Consultancy.

To maintain our expansion plans we wish to recruit professionals to fill key roles within our sales teams. We are looking for highly motivated individuals who not only can demonstrate an impressive track record in sales but can offer total commitment, energy & enthusiasm.

In return for dedication we offer a stimulating working environment where talent is recognised & rewarded. Rapid prospects for promotion to management and high financial rewards including company car scheme.

To share in our growing success please call Sarah Proom on 408-2264.

92 New Bond Street London W1Y 1SL Tel: 01-439 2264

90 Finsbury Street London EC2A 4AT Tel: 01-439 2145

150 City Road London EC1Y 1AA Tel: 01-439 7707

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SECRETARY

Second secretary required for Senior Partner in City Office of major international firm of Chartered Surveyors.

We are looking for someone with at least two years' experience, aged 20-23, well spoken, with a confident approach and able to act on own initiative. Excellent secretarial skills (100/60 minimum) are essential.

In return we offer a salary of circa £12,000 plus a package which includes 4 weeks holiday, 75p a day Luncheon Vouchers, interest free season ticket loan, bonus, free life insurance and twice yearly salary reviews.

Please telephone or send career details to: Miss Mary Sharp, Healey & Baker, 27 Austin Friars, London EC2N 2AA. 01-628 4361.

(No Agencies)

TOWARDS 1992
WITH ITALIAN
£4,500 - £11,000 a.a.e.
+ housing benefits
It's a new position with a new twist.

A well-known financial services company in the West End is looking for a fluent Italian speaking secretary to help them with their European launch.

You will be working with 2 Italian specialists in a world-class department. A second job for very outgoing college leaver. Your personality is of paramount importance as you liaise closely with Italy in your home absence. Own correspondence and setting up your own systems indicate the involvement. Growing prospects with real potential.

Age: 20s.

Swiss environment. Social benefits and leisure club.

Age: 19 - 25

01-491 7100

International Secretaries

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Swan Hodges
AMBASSADORS AND
DIPLOMATS
£12,000

Enjoy meeting with international ambassadors and embassy personnel, handling administration of important transactions involving the world of exporting to different countries. Assist the busy director who participates with other company managers and has more. Secretarial essential, training on WP, interested call 434 0030 now.

Rec Cons

Ramilles Buildings

215-217 Oxford Street, London W1R 1AH

CHARTLEIGH
Appointments

THE MUSIC INDUSTRY

Are you looking for a 2nd job with a difference? This vibrant, exciting record company are seeking an enthusiastic team member. This is a young and dynamic work environment which offers excellent prospects and training as well as FREE records and latest WP skills essential. Ref: AD.

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Some discounts, subsidised meals and social club are just some of the perks on offer from day one at this leading fashion house. Superb career prospects are awaiting a lucky candidate. Style and personal experience will secure an immediate interview. Ref: AD.

APPRECIATED IN ADVERTISING

Here is an exciting position for a young, talented WP operator who feels that they need a new challenge. We need to the busy environment of the prestigious advertising company where your creative team develop and your efforts will be acknowledged. Ref: AD.

REAL ESTATE PA

When London's best known property company is a rather busy unit has an offer for a WP sec with ability and ambition. Assist the young partner in handling research work involving extensive site visits and take full responsibility for office affairs. Excellent prospects! Ref: AD.

ALSO FOR WELL PAID TEMP ASSIGNMENTS CALL US NOW.

418 GLOUCESTER RD, KINGS CROSS, LONDON, NW1 1DE

01-225 1777

A GREAT CASTLE, OXFORD CIRCUS, W1N 1LA

01-255 3140

SUPERB ORGANISER/SECRETARY

Confident administrator/secretary required for major international company dealing with World Trade.

Good secretarial skills coupled with a mature outlook and the ability to liaise with staff at all levels are very important.

The successful candidate will also be responsible for running the office in the managers absence and for a variety of administrative functions and tasks where initiative is required. Age is not important.

CONFERENCE ORGANISER

We require a friendly person who enjoys plenty of client contact to work for this international organisation. The duties will include providing a total service to conference users from arranging boardrooms to making and serving coffee. The role may also include involvement in marketing.

Both the above positions offer an excellent salary and the benefits normally associated with an international company. For more details call Caroline Stobart on:

01-702 3765

THOMAS MANN APPOINTMENTS

World Trade Centre, International House,

1 St. Katherine's Way, London E1 6UN.

01-628 0777

311 REGENT ST. LONDON W1B 5AL

01-628 0777

Office Angels

RECRUITMENT CONSULTANTS

RECRUITMENT SERVICES

RECRUITMENT CONSULTANTS

(TRAINEES CONSIDERED)

EXCELLENT + BENEFITS PACKAGE

Mison are a privately owned Consultancy, established in the City for some 15 years. We are expanding and therefore wish to recruit two Recruitment Consultants for our office in ECU. For training will be given in all aspects of recruitment and selection and you will really work alongside a Senior Consultant giving you the opportunity to fully understand the workings of a very busy office. You may have some recruitment experience which would be valuable. However the most important attributes are intelligence, the ability to work quickly and under pressure, typing would be useful.

Please telephone Gill Gaine on 01-883 7455 for an appointment.

Lodge House, 107 - 111 Fleet Street, London EC4A 3AB

We are on the corner of Ludgate Circus

SECRETARY/
OFFICE
ADMINISTRATOR

£11,000 PA + Health Insurance

Small Marketing Organisation specialising in Health Insurance and services to the Building Industry with offices in Piccadilly requires highly organised self motivated person to act as secretary to MD and run office administration.

Able to work as part of a small team, good telephone manner and accurate typing required. Please call Angela for more details on 01 629 5752

CHANGE CHANNELS

£12,600

Join this major TV Network as Secretary to a Senior Executive. Help set up client presentations and

LA CRÈME DE LA CRÈME

P.A. TO THE
MANAGING DIRECTORBe right at the heart of an
international success story

c. £13,000 p.a.

Garwick Airport Ltd., part of BAA plc, operates a successful expanding business where efficiency, safety and customer service are top priorities.

Managing the world's No 2 International Airport is a major challenge and this role plays a vital part in ensuring the Managing Director's office runs smoothly and efficiently.

We are seeking an experienced PA who is accustomed to working for a top Manager in a large, prestigious company. Supported by a Secretary, you will undertake the wide range of tasks associated with organising the MD's office and maintaining an efficient administrative support system.

You will need to be a good organiser with the confidence to use your own initiative, decide priorities and often work unsupervised and under pressure. The ability to communicate effectively at all levels, project a professional image and maintain high standards is essential. In addition you will have good shorthand skills.

Salary will be around £13,000 p.a. plus benefits.

If you have the skills and experience we are seeking together with a desire to work in this exciting and fast-moving environment, please telephone Garwick (0293) 503829 for an application form and further details.

PA to Chairman/
Managing Director

As a division of an international group, supplying specialised products to industries worldwide, and a recognised market leader, we are a well established local employer, respected and known for our positive attitude to those we employ. We have a vacancy for a PA to the Managing Director, also company Chairman, who has total management responsibility for a diverse multi discipline operation.

Based in our prestigious headquarters in Slough, supporting our very busy MD, who is in constant demand not just within the site operation but also frequently overseas, you will need to provide him with a totally professional service.

Secretarial skills should be excellent, and your shorthand and WP (WANG) experience will equip you with the ability to cope with a high workload even under tight deadlines, producing accurate results. There will be occasions when you will need to work outside normal office hours, and will therefore need to be

flexible. In addition, your appreciation of confidentiality is essential as will be your loyalty and integrity.

This appointment as PA to the most senior Executive in the company, requires a competent professional person who now wishes to fully utilise their skills in a permanent position that will be rewarding, demanding and provide secure employment. We offer a negotiable salary, plus contributory pension scheme, private health insurance, 25 days' holiday and a subsidised restaurant.

Austin Knight has been retained to advise on this appointment. Please contact our Consultant, Karen Fitch on 0276 51410 (days) or 01-979 2725 (evenings/weekends), or write to her at Austin Knight Selection, Knightway House, Park Street, London Road, Bagshot, Surrey GU19 5AQ, quoting ref: YS 453.

Austin
Knight
SelectionUSE OUR
KNOWLEDGE
TO FURTHER
YOUR CAREER

Good things come in threes. MacBlain Nash and the City are already closely linked — to complete the trio we both need you. If you are an intelligent and committed PA/Secretary (whether 22 or 32) who wants to take a good senior-level career one step higher, talk to us. With a successful track record in the City and strong ties with the leading banks, brokerages and finance houses, we have the expertise to help you plan your next move. City experience is not necessary. A confidential discussion of your future, or for advice about "the next step", please call

MacBlain
Nash
City
439 6177
Recruitment Consultants

PA/Assistant
£13k Neg

The Admin Manager of a thriving venture capital firm in W1 is seeking a "switched on", intelligent and fast learning PA to organise the office and act as an assistant's role. There is a limit to the scope of this job if the person is willing to take on responsibility. WP exp. essential and shorthand useful.

STELLA FISHER
01-36 564

£14,000
in NW10

The Managing Director of a large international Company needs a PA. An experienced Secretary who can assess priorities and who is a good communicator will enjoy a lively and varied role. Age about 30. Skills 100/70.

DIRECTORS'
SECRETARIES
01-629 9323

GENERAL MEDICAL COUNCIL
LONDON W1
PERSONAL ASSISTANT
TO THE REGISTRAR

We are looking for a Personal Assistant to work for the Registrar of the Council.

This is an interesting senior appointment as the successful applicant will be expected to organise the day to day running of the Registrar's office and will be very much involved in all his activities. Candidates should have a proven track record in a position carrying similar responsibilities, should have initiative and be capable of communicating effectively with a wide range of people inside and outside the Council.

The salary will be in the range from £12,400 to £15,000 per annum, with a generous leave allowance and a non-contributory pension.

The duties are varied and further details can be obtained from:
The Personnel Department,
General Medical Council,
44 Hallam Street, London W1N 6AE
(Telephone: 01 580 7642 ext. 2116).
Closing date: Friday, 23 September 1988.

Secretary/PA
to Senior
Partner

CENTRAL LONDON SURVEYORS

We are looking for an experienced P.A. to steer the Senior Partner of our busy medium-sized practice, through his hectic schedule.

The position demands a calm and extremely well-organised person who can liaise confidently and articulately with clients. Typing skills are important but secondary to an ability to organise. Your responsibilities will include arranging meetings with clients. As part of this firm, you will share in our success, receiving an excellent salary, pension and life assurance and health schemes.

Write or telephone initially to Mrs E. Furey at 56/62 Wilton Road, London SW1V 1DH. Tel: 01-834 8454

EDWARD SYMONS
& PARTNERS
LONDON MANCHESTER LIVERPOOL BRISTOL SOUTHAMPTON

MEPC

shopping
centresPUBLIC PROPERTY
COMPANY

Public property company based in Mayfair requires two capable secretaries to work for Development/Project Managers within its Shopping Centre Team. Applicants should possess fast, accurate skills and be able to demonstrate a high level of competence, initiative and professionalism coupled with a bright personality.

Varied and interesting work with opportunity for some travel involved with our projects throughout the UK. Salary and benefits commensurate with the level of responsibility.

Apply in writing with full CV to:

Janice White, Secretary to David E M Hall
Joint Managing Director, MEPC Developments Ltd
Brook House, 113 Park Lane
London W1Y 4AY

Executive PA

£20,000

On behalf of a City based firm of young, successful stockbrokers, we are looking for a career PA to work for the two founding Directors. Their brief is to build and consolidate the business and they want you to concentrate on handling all the associated administration and client entertainment as well as ensuring the office runs smoothly.

The ideal candidate will be a graduate with a sound working knowledge of broking gained from several years experience in the City. First-class secretarial and organisational skills are essential in order to manage your own workload and you will need the flexibility to travel overseas, often at short notice. Age range late 20s-mid 30s.

Please telephone 247 4354

HOBSTONES

RECRUITMENT CONSULTANTS

ENTREPRENEUR IN RECRUITMENT?

Somewhere out there, there must be another one of us - a Recruitment Consultant with Entrepreneurial Spirit? Who wants to succeed in capturing the Recruitment World's imagination and help initiate the building and expansion of an exciting young company across the UK and abroad. We began exactly a year ago and now we are six with an awesome determination to succeed...

Our track record so far is outstanding - we already out-perform most of our Competitors. Unlimited prospects are tailored to your talents and ambitions. So if you have some Recruitment experience and are under 24 and are seriously go-getting, take the first Entrepreneurial Step and ring Davina Fisher at Maine-Tucker in complete confidence on 01-925 0548

RECEPTIONIST/SECRETARY

£9,000 + BONUSES

We are seeking a young well presented and enthusiastic personality to create the all important first impression both by telephone and in person. Additionally we need good secretarial/PA skills so that you can support our teams of consultants and participate in the team bonus scheme. If the above is of interest call Ken Anderson on

01 606 1708

SECRETARY

£10,000 + BONUSES

Become an important contributor to the success of your team of consultants by providing an enthusiastic and efficient secretarial service. You will be young and articulate with a good telephone manner and be willing to take an active part in the development of our business.

Please call Chris Holden on

01 606 1708

ANDERSON SQUIRES LTD.
127 Cheapside, London EC2.
(No Agencies)

NEXT STOP VICTORIA

to £15,000

An able, experienced and highly intelligent PA is required to assist two partners of a prestigious firm of consulting Engineers. Excellent organisational ability, with some technical experience preferred for this demanding role.

Age: 28-50 Sides: 100/80
Mette Secretarial Appointments
334 Euston Road, London NW1 3BG
01-387 4548
01-388 2284

MALLA

M

01-387 4548

01-388 2284

Private Clients

To £13,000

Due to promotion an opportunity has arisen within this leading firm of Stockbrokers. Assisting the Director of the Private Clients Division ensures variety and involvement. Your ability to prioritise and excellent social skills are essential when handling travel arrangements, hotel bookings and private work. An excellent telephone manner and competent secretarial skills (90/60) are also pre-requisite. Call 01-493 0713 for details.

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

WHY COMMUTE?

SUTTON-SEC/PA

£12,000

5 years experience after formal training? Truly eloquent perfect speech? 24-36? Easy reach of Sutton? See more job satisfaction?

Entirely new position to assist MD in set-up of new company, based on a 1 to 1 basis leading to a team of only 5/6. Immediate responsibility for raising sales and presentation of new, steady based group.

Phone 0737 356733

SENIOR SECRETARY - £12,000 pa

Required by a fast growing P.L.C. to work for our Group Company Secretary at our B.O. in Westminster. Ideal age 21-27. Must have excellent typing/PA skills. Shorthand an advantage. As well as providing full secretarial support you will be expected to relieve his workload and therefore we require a person with initiative who wants to become totally involved and take on responsibility.

Please write with C.V. to Miss M. Jettett,
16 Great Peter Street, London, SW1P 2EX.

Publishing PA

Personnel

Interested in Personnel and the recruitment process? Distinguished, long-established Publishing House offers an interesting, out-of-the-ordinary role for a self-confident, highly-motivated PA. Working with the Personnel Director you will be liaising with recruitment consultants re temporary staff cover as well as handling some permanent recruitment. Fast accurate typing is essential for general secretarial support. The ability to communicate easily at all levels pre-requisite. Age 23+. If you can react positively under pressure, call 01-493 5787. Excellent career prospects.

GORDON-YATES

Recruitment Consultants

ADVERTISING/
CO-ORDINATOR/SECRETARY

Due to internal restructuring a new position has arisen within this Mayfair Estate Agency. Based in Berkeley Square, you will provide secretarial support to the Commercial Director and his team. In addition you will be responsible for co-ordinating the company's advertising, liaising with branch offices in Chelsea and Docklands. Advertising experience not essential, but good typing and sound organisational flair. Excellent salary.

Contact Emma Brice on: 01-493 0676.

SEC/PA PERSONNEL £13,000 + MORTGAGE

The Personnel Director of a major Co. of estate agents, is seeking a PA to assist in the recruitment of sales staff. This is an exciting role of personal selling, sales promotion, dealing with many enquiries and organising the smooth running of the office. Ideally you will have 5/6 WP experience. Excellent benefits inc. free lunch, sports and coaching facilities, free BUPA, private school, car, mortgage at 7%.

Tel 294 694 (Mon-Cam)

GALE ASSOCS

INTERNATIONAL
FINANCIAL CONSULTING
COMPANY

requires

BILINGUAL
PA/ADMINISTRATOR
(English/German)
c. £18,000 per annum

to be the lynch-pin of this well-established and successful London Representative Office of a Swiss-German based company.

You will need to be free to travel, for training purposes, possess excellent secretarial skills - there will be some correspondence and minute-taking for the Directors - as well as coordinate the smooth administration of these prestigious Berne offices.

Polite and confidence to deal with a wide variety of people is essential. Your fluency in German is essential for liaison with the company's German and Swiss offices, while French and Spanish are also useful.

An attractive benefits package is offered in addition to the basic salary. For interview, please telephone 01 551 6931 or write to

SEILLA WURGESS
INTERNATIONAL PERSONNEL COUNSELLOR
The Power Room, Alpha Place, Fleet Street, London WC2E 3EZ

OFFICE WORK
UNIVERSITY
FLAVOUR
Up to £9,638

How would you like to join a friendly team in a modern office where you will enjoy the very different flavour of a university environment.

Our School Examinations Board meets you to make the administrative arrangements for the examination of Examiners in a range of subjects. It's interesting work that involves plenty of contact with other staff, and calls for accuracy, initiative and a good sense of humour.

You will also need a good all-round education and keyboard skills, typing and using a VDU for marking and checking data.

On offer is a salary of £8,000 - £9,638, and four weeks' holiday, plus Bank Holidays plus 4 further days. We are also concerned for your future.

For an application form and further details please contact Miss J.A. Saker, Personnel Officer, University of Exeter, School Examinations Board, Stewart House, 32 Russell Street, Exeter EX1 2LU. Tel: 01-336 8000 ext. 4630.

COURSE
ADMINISTRATOR

£13,000

Busy microcomputer training company needs administrator to run all courses and supervise course development.

Lots of customer contact. Blue-chip client base.

Contact SALLY TATE on

01-682 7181

or 01-682 7181

210 Sheppards Bush Road,
London W6 7NL

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London W6 7NL

Movie Premiere...

Articulate problem-solving self-starter sought by this major name in the Film world. As PA to their self-sufficient Director of Admin/Finance your role will be extremely varied and responsible - getting involved in the legal and administrative side of cinema film distribution. TV sales and production rights etc. Highly-developed people skills, numeracy and first-class secretarial experience essential (100/60). If you are 23+ a positive-thinker and eager to take on a challenge call 01-400 1232 for details

Recruitment Consultants
to the Communications Industry

THE WORK
SITES

ADMINISTRATION

(seminars, symposia and special events)

For eminent academic organisation (medical sector) London SW1. The person appointed will be responsible for all aspects of the promotion, organisation and implementation of the scientific meetings programme and associated special events. Applications invited from well-educated candidates (ideally mid/late 20's) with administrative experience, good communication skills - both orally and in writing - and ability to promote the programme (often in person) in the medical/scientific sector. Good typing/PA skills (own work). Salary circa £12,250pa on scale to around £15,000pa. Managing Director, Massey's Executive Selection, 100 Baker Street, London W1. Tel: 01-935 8994.

SECRETARY

Opportunity for a bright young secretary, possibly a college leaver with excellent skills, to join dynamic and fast moving editorial and public relations consultancy in SW6. Duties to include reception, telephone work, typing, clerical and administrative support. Salary negotiable according to age and experience. Reply in writing to:

Mrs T. Baker, Editorial Services,
25/26, Fulham High Street,
Fulham, London, SW6 3JH.

SHIPBROKING

Active international shipbroking office in Holborn requires capable and energetic secretary/admin assistant to oversee reception and all secretarial team.

Preferred age 25+. 5 figure salary negotiable.

Tel 01 242 4688 Mr Halford-Thompson

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45 Min

PA SUPERSTAR

£15,000

Good things come in threes. MacBlain Nash and the City are already closely linked — to complete the trio we both need you. If you are an intelligent and committed PA/Secretary (whether 22 or 32) who wants to take a good senior-level career one step higher, talk to us. With a successful track record in the City and strong ties with the leading banks, brokerages and finance houses, we have the expertise to help you plan your next move. City experience is not necessary. A confidential discussion of your future, or for advice about "the next step", please call

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Nash
City
439 6177
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01-36 564

£14,000
in NW10

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LONDON W1
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Closing date: Friday, 23 September 1988.

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45 Minutes with **DRAKE PERSONNEL**

PA SUPERSTAR

£13,000
The opportunity to enter the film industry awaits you. The MD of this rapidly expanding film company will appreciate your mature approach and export experience. As his PA you will become involved in all aspects of the business, a role that will lead towards your first management position. If you are well educated and have excellent shorthand/typing skills ...
Call Vanessa Shute on 01-734 0911

RUN THE SHOW

£13,000 Neg
This venture capital company is looking for a senior PA to assist the Managing Director and Chief Financial Officer in the organisation of their day. This is a highly demanding role consisting of research requests, all office administration, organisation of cocktail parties and annual meetings, maintaining staff records and a secretarial content. If you are well educated and have rusty shorthand and typing ...
Call Jo Nicholls on 01-629 4031

FILM RESEARCH SECRETARY/MARKETING

£12,000
This US based firm are involved in all areas of film research. They are seeking a bright, confident secretary to assist with marketing research and client liaison. Become fully involved in all areas of film research with only a minimum of typing. This rapidly expanding company offer every opportunity for further advancement. If you have a flair for meeting and liaising with people ...
Call Sharon Kay on 01-221 5072

LEISURELY PURSUITS

£12,500
If you enjoy using your initiative and have the ability to organise you'll love this role. This is a must for someone looking for more than a straight routine. Flexibility, good shorthand and audio skills will give you total involvement. Assisting a bright crowd of people in lovely surroundings - this is a super opening. To find out more ...
Call Stephanie Sloan on 01-734 0911

ADVANCE TO THE TOP

£12,500
This role is not for the faint-hearted only the very best will satisfy our client - and the very best will achieve real job satisfaction and true appreciation. As PA to the Controller of Finance your confident approach is as important as your secretarial skills (60/100), since you will liaise at all levels, organise meetings and ensure that everything happens right on time. The company are very generous to all their staff and have created beautiful working surroundings. If you would like to know more about this excellent opportunity ...
Call Vicki Skipworth on 01-734 0911

Change your life today!

PERSONNEL £13,500 + Mort International firm requires a secretary to provide secretarial support to the Director & then to act as a liaison between the Director and the various departments. This is a responsible position & requires a secretary with a high level of initiative & a good knowledge of office procedures. Excellent benefits on offer. CITY: 01 481 2345 WEST END: 01 488 2264 VICTORIA: 01 834 7707	PROPERTY £13,000 + Bonus An efficient professional secretary with the ability to use initiative & deal with a wide range of requests. This is a responsible position & requires a secretary with a high level of initiative & a good knowledge of office procedures. Excellent benefits on offer. CITY: 01 481 2345 WEST END: 01 488 2264 VICTORIA: 01 834 7707	TOP PA £12,500 Self motivated and outgoing PA/Sec is needed to provide full secretarial support to the Chairman of this highly profitable company. This is a responsible position & requires a secretary with a high level of initiative & a good knowledge of office procedures. Excellent benefits on offer. CITY: 01 481 2345 WEST END: 01 488 2264 VICTORIA: 01 834 7707	OFFICE MANAGER £13,000 High profile position for a career orientated person seeking a new challenge. This is a responsible position & requires a secretary with a high level of initiative & a good knowledge of office procedures. Excellent benefits on offer. CITY: 01 481 2345 WEST END: 01 488 2264 VICTORIA: 01 834 7707	ADMINISTRATION £12,500 + Bonus An efficient professional secretary with the ability to use initiative & deal with a wide range of requests. This is a responsible position & requires a secretary with a high level of initiative & a good knowledge of office procedures. Excellent benefits on offer. CITY: 01 481 2345 WEST END: 01 488 2264 VICTORIA: 01 834 7707	TRAVEL £11,000 A chance to really get involved in the fast moving world of travel working as a secretary in a successful company. This is a responsible position & requires a secretary with a high level of initiative & a good knowledge of office procedures. Excellent benefits on offer. CITY: 01 481 2345 WEST END: 01 488 2264 VICTORIA: 01 834 7707
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MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

Executive Search

£13,000
Our client is one of the top in its field...a position earned through the efforts of a tremendous team.
You'll be joining at an exciting time of growth and work with one of their most experienced consultants.
It's a key role assisting in the day to day management of prestigious accounts, participating in winning new business and supporting a truly successful boss.
This position would most suit someone who really enjoys people contact and is aged between 25 and 35 with shorthand and typing skills of 100/50.
If this opportunity appeals to you please contact Mandy Orway on 439-0221.

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RECRUITMENT SPECIALISTS

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Excellent salary.
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The American MD of this fast moving division in a prestigious West End finance house seeks a lively and outgoing PA with excellent communication skills to manage his varied day. Skills of 100/60 are required, but more important will be a down to earth and team spirit approach. Previous financial experience is essential and age preferred 24-32.
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To £13,500 plus bonus, plus two-year review.
Our client requires an experienced conveyancing PA to work at a senior level in a prestigious and expanding firm of Solicitors.
Audio and v.p. Superb office environment, package and career prospects.
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Enjoy a full PA/Secretarial role as PA to the group MD of an advertising group in WC2. No shorthand but fast typing, a positive personality, great organisational skills and previous ad agency experience essential.
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to Principal of Design School in Victoria.
Good shorthand essential. WP an advantage. Circa £11,500.
Apply in writing with C.V. to:
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Inchbald School of Design,
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RECEPTIONIST

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Public Relations to £13,000

One of London's leading lights in the exciting field of public relations is looking for a senior PA to match the qualities of a newly appointed Key Director.
He is a true PR professional, with the highest standards and has been brought in to make a major impact on the business.
In order to give him the 100% back-up that he requires to look after both his team and his blue-chip clients, you must have excellent organisational and communicative skills as well as shorthand and typing speeds of 90/60. Age 25-35.
For more details please contact Kary Burke on 01-439 6021.

PERSONNEL ASSISTANT to £12,000

Recruitment, personnel administration and a secretarial service to the Personnel Manager combine to make this a very interesting and demanding job in the Head Office of an International Company, near Waterloo station.
You should have previous experience (for example as a secretary) in a Personnel Department, and we will give you some training in recruitment. Shorthand is not essential and we will provide Wang Word Processing Training. But, most of all you must have the maturity (minimum age 24) to get through a heavy workload, often using your own initiative, in what can at times be a thoroughly hectic environment.
For informal discussions about the job telephone Val Mehan on 01-922 8565.

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SECRETARIAL RECRUITMENT CONSULTANTS
ARE YOU A HERO?
To £16,000 + Bonus
If the answer's yes, you'll receive a hero's welcome. We're looking for a PA who is energetic and creative, tough and resilient, and who can respond to the pressures of a dynamic sales environment. The rewards of success in the continued expansion and development of this international firm are immense. Not least is the satisfaction of making a personal contribution to the success. If your shorthand and typing are fast and accurate and your enthusiasm boundless please contact Ian Archibald now on 01-491 1868.

PERSONNEL P.A. c £15,000

A top class PA is needed by the Personnel Director of a City based international company. This interesting role would suit a calm and unflappable shorthand secretary who loves variety and involvement. Your boss is a charming and fun loving man - so a sense of humour is essential, along with a discreet nature because much of your work will be highly confidential. Beautiful offices and fantastic perks.
Greythorn Recruitment
86 Queen Street
London EC4

01-730 5148 (Rec. Con.)

REGISTRATION SECRETARY

Required for leading property group based in Knightsbridge. Reporting to the Company Secretary and responsible for maintenance/registration of computerised statutory records, minutes, company seals etc. WP experience essential and some knowledge of registration work an advantage. Successful candidate will be in his/her mid-twenties.
Commencing salary - £11,500 p.a. (to be reviewed after six months) plus other attractive benefits including bonus, share option scheme, pension and BUPA.
Apply in writing with CV to
Mr. R.H. Woolley, Company Secretary,
London & Edinburgh Trust PLC,
243 Knightsbridge, London SW7 1DH.

21-24? £12,000 + mortgage

Shorthand useful as team secretary in a young, sociable firm of EC3 underwriters. Variety, lots of wp, 'o' levels please, mortgage benefit is worth £2,000.
377-8600 City
439-7001 West End

SECRETARY- PA TO SENIOR PARTNER

(Chartered Surveyors - Oxford Circus)
Applicants must have previous commercial property experience and be able to work on their own initiative in this small friendly office. WP experience useful (85M+ Multitask) but will cross train. 9.30 - 5pm, 4 weeks holiday, age preferred 28-35.
Very busy but rewarding position offering excellent salary and benefits to right person.
Please telephone or write in confidence to C.J. Buckle FRICS, FSA, AGA, G. Colin Buckle and Company, Canbana House, 315, Regent Street, London W1R 7XB. 01 631 1923. (No Agencies)

TELEVISION £13,000

The Marketing Department of an international TV company is looking for an assistant for their European Executives. She will be responsible for the production of programmes within the Commonwealth countries. You will therefore need a strong interest in European matters and politics, a fluency in French and preferably German and be educated to degree level. You will provide a full secretarial back-up; write for the regular newsletter; draw up agendas and attend meetings and ultimately you should be able to step into an executive role in her absence.
100/60 + WP Exp.
Age: 23+
01 925 0139
Recruitment Consultants

PROPERTY c£14,500

PA/Secretary (mid 20's) to organise and coordinate small office. Lots of involvement and opportunity to get on and new sites, by helicopter. First class secretarial skills essential to work for two charming directors.
01-730 5148 (Rec. Con.)
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Experienced secretary to be Assistant Consultant with leading recruitment agency for lawyers in EC1 (near Barbican).
Excellent salary.
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Continued on next page

FREEDOM

Fast and Financial
EC2
£13,000 + benefits

'Informal', 'international', 'involved' and 'interesting' are words which give a clue to the nature of this position as Shortband Secretary/PA to the Financial Director in a mortgage company. Excellent benefits are offered. Ref: 53087

52 London Wall, EC2
01-256 6571

For details of the branch nearest to you call the Freedom Hotline on 01-390 6822

Admin. Right Hand
EC3
£13,000 + benefits

Are you a cool, calm, efficient Shortband Secretary/PA? If so, this Administration Director would thank you for organising his diary, travel, correspondence and reports. You will also become involved in specific projects. Ref: 135

23 Lime Street, EC3
01-623 2213

Leisurely Shorthand
Victoria
£12,000

The dictation won't necessarily be fast for the person who jobs this small, friendly recreational company as Shortband Secretary to the Director, but good organising skills will be required. WP cross training is offered. Ref: 598

62 Notting Hill Gate, W1
01-229 9452

Mortgage Subsidy
W1
£12,000

A mortgage subsidy, banking benefits and health insurance are among the advantages extended to the bright Shortband Secretary with PA skills who joins this up-market investment company, working for the Company Secretary. Ref: 539

54 South Molton Street, W1
01-491 4610

Floating Variety
EC1
£11,000 + benefits

Unpredictability is the essence of this position as Shortband Audio Secretary (80-90 wpm), as you'll be working wherever you're needed in this building company. Benefits include mortgage subsidy and BI PA. Ref: W039

10 Leather Lane, EC1
01-831 7685

Casualty Dept.
EC3
£11,000 + benefits

Two Directors in the Casualty Department of a large insurance company need a Shortband PA Secretary who is 'O' level educated and has a good work record. Sports social club and a subsidised canteen are among the benefits. Ref: NS00

192 Bishopsgate, EC2
01-283 0066

REED...employment

PERSONAL ASSISTANT
TO FINANCE DIRECTOR

£10,112 p.a.
26 days holiday 35 hour week

The P.A. will provide administrative and secretarial support to the Finance Director and will ensure the efficient administration of his day-to-day commitments. Applicants must possess an ordered and disciplined approach to office management, take shorthand (100 wpm), type (80 wpm) and be familiar with the IBM PC. Ideally the candidate will be familiar with the SMART 3.1 W.P. package but Multimate Advantage II expertise would be an acceptable alternative. Owing to our need for an experienced P.A. the successful applicant is unlikely to be aged under 30. The position would suit a non-smoker.

Application forms and further details are available from the Personnel Manager, Thamesmead Town, Harrow Manor Way, Thamesmead, London SE2 8XH. Telephone 01 310 1500 Ext 291.

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PERSONAL SECRETARY
TO CHAIRMAN

Piccadilly, Burlington Arcade
To £14,000 + Bonus

A well-organised professionally-qualified businesswoman who is Chairman or a Director of a number of companies, carries out a variety of assignments, and is involved with the Arts and charities, needs an efficient, mature, non-smoking PA/Secretary to help him in his work. Impeccable secretarial skills are a *crux qua non* with top speeds essential. Book-keeping experience helpful. Graduate would be ideal.

You will have your own office in very pleasant surroundings and be dealing with influential people in a variety of interesting work. Applicants must live within the London postal area and be used to working on their own initiative in a small office.

Applications in writing to J.M.L. Stone & Co. Limited, 71 Burlington Arcade, Piccadilly, London W1V 9AF.

P.A. TO
CHIEF EXECUTIVE

£20/22,000 Negotiable, + Benefits

Chief executive of established Industrial Group requires an experienced, mature P.A., acting as a 'Right Hand' in all day-to-day matters, to be based at the Company's Headquarters in Westminster. Previous experience including full range of secretarial/administrative skills is prerequisite to this important appointment.

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Takeovers are just a part of the hectic work of this busy Dept who need a PA with excellent typing and shorthand skills. Ref: 539

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Our client, an established Dutch company, is seeking a PA/Secretary for its London office. The successful candidate will be responsible for the day-to-day administration of the office and will be required to travel to the Netherlands on a regular basis. Ref: 539

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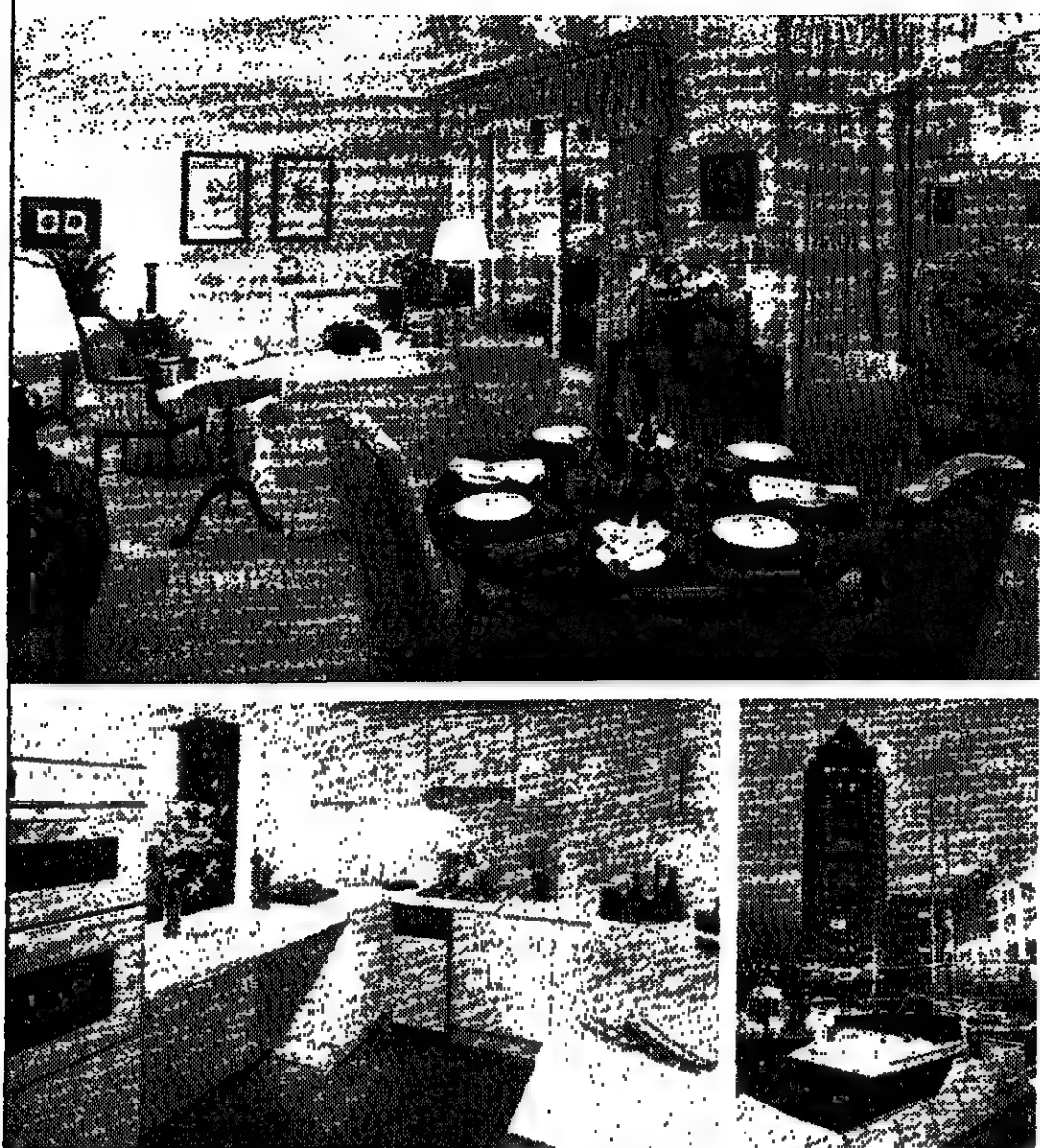
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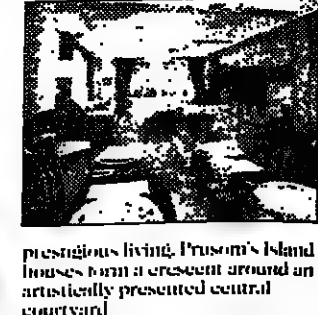
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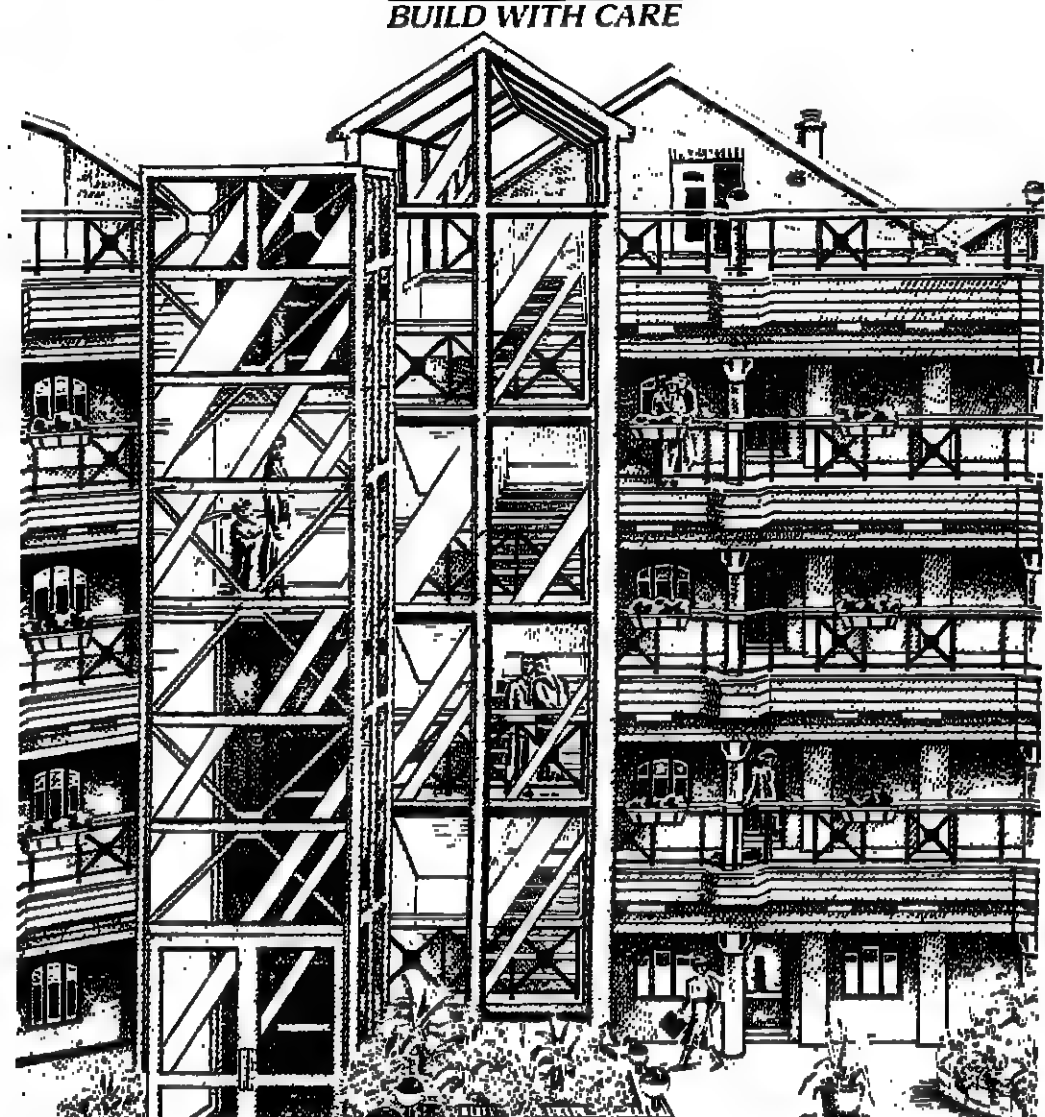


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Speedy Glencroft to dominate Portland Handicap from start

In this instance, though, I prefer Sparrow's Air, whose trainer Barry Hills won the corresponding race 12 months ago with Trampship and the year before with Rejuvenate. Hills is adamant she has been crying out for this trip all year.



The Times Private Handicapper's top rating: 3.05 EVER SHARP

at results service.
e (peak) 25p per minute (off peak) inc. VAT.

